FINANCIAL TIMES

No. 26,803 Saturday October 25 1975 **10p

CONTINENTAL SELLING PRICES: AUSTRIA Sch.15; BELGIUM Fr.20; DENMARK Kr.2.75; FRANCE Fr.2.20; GERMANY DM1.70; ITALY L.300; NETHERLANDS Fl.1.50; NORWAY Kr.2.75; PORTUGAL Esc.15.00; SPAIN Pts.30; SWEDEN Kr.2.50; SWITZERLAND Fr.1.50.

NEWS SUMMARY

GENERAL

Franco: another heart attack

General Franco, 82, suffered another heart attack last night, the third in four days. As Spain remained effectively without a leader, doctors said the General is again resting quietly.

News of the fresh heart attack followed an earlier medical report that the general had recovered slightly from Thursday's relapse.

Yesterday morning's scheduled Cabinet meeting was cancelled at the last moment as Prince Juan Carlos continued preparations to succeed the general.

Official life is almost paralysed writes Roger Matthews. With rumours circulating of military revolts, takeovers by militant generals and new governments being formed, a decision about Spain's future rule is urgently needed.

Portugal alert

In Portugal the armed forces were placed on full alert while security units set up roadblocks around the country to counter sabotage attempts which the ... blames on the extreme Right.

Six bombs exploded in Lisbon early yesterday morning, amid speculation that they may have been planted by the Left to create an impression of an imminent coup attempt by the Right in order to mobilise support for its own aims. Back Page. Angola "invaded," Page 11

'Save me' appeal by Herrema

Dr. Tiede Herrema, the kidnapped Dutch industrialist, yesterday appealed from the window of the Monasterevin, Ireland, house where he is held: "Please save my life. They have a gun at my head. Tell police to stay away. Come and help me please. Get the mediator." Acceptance by the abductors of milk and sandwiches brought a note of hope as an infra-red scanner was used to follow the movements of the kidnappers and their victim.

In Belfast, Mr. William Craig, Vanguard Party leader, and three of his colleagues, were finally expelled by the Unionist Coalition in Northern Ireland Convention. Page 11

Second Turkish envoy killed

Gunmen yesterday shot dead a second Turkish ambassador in ... days when they attacked a car carrying Mr. Ismael Erez, 57, Turkish envoy to France, to his embassy. A Cabinet meeting was called in Ankara last night. In Cyprus, Turkish troops were placed on alert. Page 11

Fahd leaves

Crown Prince Fahd of Saudi Arabia left London yesterday for Rome. Mr. Harold Wilson, Prime Minister, accompanied the Saudi Prince to his aircraft. ... of the West, Back Page

Coursing Bill

The Government failed yesterday to complete Commons progress on the controversial Hare Coursing Bill—it seeks to ban the sport —and Ministers were forced to adjourn the debate until Monday.
adjourn the debate until Monday.

Volvos vetoed

Lincoln councillors have stopped their police chief from buying Swedish Volvo patrol cars as replacements for 25 1971 Volvos already in use.

Briefly . . .

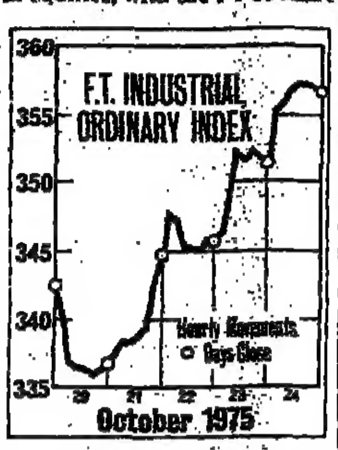
Clocks go back one hour when British Summer Time ends at ... a.m. to-morrow.

Construction work resumed yesterday at the 1976 Olympic Games main site at Montreal. Page 11

BUSINESS

Equities move firmly ahead

● BETTER news from the Price Commission led to good buying in equities, with the FT 30-share



index closing up 5.3 at 356.7, a rise of 14.3 on the week.

● GILTS rallied further with gains of up to ½ in longs. The Government Securities index closed 0.28 up at 58.12.

● STERLING gained 30 points on the dollar to $2.0700, with its average depreciation unchanged at 29.3. The Dollar's was 2.64 per cent. (2.57).

● GOLD lost $¼ to $143¾.

● BANK of England Minimum Lending Rate remains unchanged at 12 per cent.

● WALL STREET closed 14.64 down at 840.52 after consistent rises throughout the week. The impending collapse of New York City and State was blamed.

● MR. JAMES CALLAGHAN has warned that Britain would lose more than she would gain from restriction of imports resulting in contraction of world-wide markets. Page 13

● GOVERNMENT has circulated an initial low-key discussion paper on new industrial strategy suggesting that State aid should be concentrated on industries with a viable long-term future. Back Page

● BRITISH AIRWAYS is to appeal against the Civil Aviation Authority's decision to increase domestic air fares by about 20 per cent. Page 11

● LUCAS aerospace division has said it is still trying to retain a contract from Rolls-Royce for development of electronic equipment for the European Multi Role Combat Aircraft.

LABOUR

Workers' law 'not enough'

● WORKER-DIRECTOR legislation will not automatically bring employee-participation in industry, a Ford industrial relations director has warned. Back Page.

● BRITISH RAIL says a number of services to and from London's Liverpool Street station may be cancelled on Sunday because of unofficial industrial action over revised schedules.

● GRAIN dealers in the U.S. have announced sales of 1.2m. tonnes of maize to the USSR, less than a week after the Ford Administration lifted its exports embargo. Page 11

● LEGAL AND GENERAL Life Assurance is to launch its first Family Income policy, where payment is made on the death of the wife as well as on the dearth of the husband. Page 11

● BRITISH TRANSPORT DOCKS BOARD has made a formal offer for all ordinary stock in the Felixstowe Dock and Railway Company of £1.50 each cash. Lex

COMPANIES

● REED INTERNATIONAL pre-tax profits for the second quarter of this year fell from £22.3m. to £9.3m., making a first half figure of £17.8m. against £44.6m. Page 14 and Lex

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES

Treasury 12¼% 1995	£84¼	+ ¼
Barclays Bank	296	+ 6
Bestobell	154	+ 8
Booker McConnell	174	+ 6
...don	144	+ 6
...oride	101	+ 4
Ford's Dairies 'A'	45	+ 5
...al (J.)	85	+ 5
Lowther (W.)	88	+ 6
...ca 'A'	222	+ 8
...r Ready	111	+ 6
...S 'A'	195	+ 6
...N	229	+ 6
...lemere Estates	188	+ 6
Hawker Siddeley	326	+ 10
...g Robinson	178	+ 6
... Gas	360	+ 16
...net Joinery	196	+ 6
Manbre & Garton	140	+ 7
Matthews (B.)	73	+ 8
Midland Bank	284	+ 4
Mothercare	166	+ 6
Parker Timber	73	+ 5
Philips Lamp	695	+ 15
Reed International	230	+ 4
Rotork	115	+ 7
Rowntree Mackintosh	176	+ 9
Weyburn Eng.	315	+ 17
Guthrie	161	+ 9
Shell Transport	374	+ 6

FALLS

Cole (R. H.)	46	− 8
Hunting Gibson	136	− 7
New London Props.	244	− 9
Slater Walker	35	− 11
Swan Hunter	52	− 5
BP	585	− 10
Doornfontein	180	− 60
Free State Geduld	£21½	− 1¼
Middle Wit.	360	− 20

Goldsmith takes over at Slater Walker Securities

Jim Slater 'retires from City'

BY MARGARET REID

MR. JIM SLATER, once regarded as the brightest new star of the financial firmament, last night resigned as chairman and a director of Slater Walker Securities, which he had built up to a group worth, at one time, over £200m.

Mr. Slater, who in his resignation statement mentioned adverse publicity concerning Singapore inquiries into Haw Par Brothers International, in which SWS formerly had a large stake, is succeeded as chairman by his friend, Mr. Jimmy Goldsmith, chairman of Cavenham, the food group.

At the same time, two leading merchant banks, N. M. Rothschild and Sons and Hambros have, with the Bank of England's encouragement, been appointed financial advisers to SWS and four of their directors, including Lord Rothschild and Mr. Charles Hambro, have joined the group's Board.

Like other concerns in the secondary banking and property fields, Slater Walker has not been immune from the past two years' adverse financial climate. Its pre-tax profits fell to £14.5m. in 1974 from £23.4m. in 1973, dropping again to £2.2m. in the first half of this year.

Mr. Goldsmith, whose Paris-based Generale Occidentale group holds between 7 per cent. and 8 per cent. of SWS shares, acquired last year, said last night: "I've looked to see whether the liquidity of the Slater Walker bank is satisfactory and it is so." It would take him longer to make a fuller assessment of the group.

Slater Walker is an authorised bank and, because of this, key changes in its top management are of deep interest to the Bank of England, which has been fully consulted and without whose approval none of the present moves would have been made.

Last night, a spokesman for the Bank said there had never been any occasion for backing for SWS from the big banks' "lifeboat" set up to support secondary banks.

"There never has been, and is not, any necessity for "lifeboat" support for Slater Walker," he remarked.

How Jim Slater built up his empire, Page 17
Lex, Back Page

In his resignation statement, Mr. Slater, who is 46, said: "Matters connected with the recent inquiry into the affairs of Haw Par in Singapore have received adverse publicity which is damaging to Slater Walker Securities.

"In addition to this, a newly constituted Board not connected with the original development of Haw Par will find it easier to resolve the outstanding problems with Haw Par and the authorities in Singapore."

Mr. Slater, who also spoke of having wanted for two years past to retire from the City to devote more to his family and other interests, went on to say: "I find therefore that my wish to retire from the City and the interests of Slater Walker Securities are now identical."

For some months now, a much-publicised official inquiry has been under way in Singapore into the affairs of Haw Par, a one-time local trading company, which was much enlarged when Slater Walker held a major share stake in it from 1971 to 1974. A Slater Walker main Board director, Mr. Richard Tarling, was then chairman of Haw Par.

Mr. Slater, Mr. Tarling and a number of other persons associated with SWS in the Far East, were shareholders in a Hong Kong company called Spydar Securities, which was set up to carry out investment. This company was ultimately liquidated and the proceeds, believed to be in the region of £900,000, were distributed to the shareholders. Other shareholders in Spydar included Mr. Donald Ogilvy Watson and Mr. Ian Tamblyn, respectively managing director and deputy managing director of Haw Par until their resignation in July this year.

When the inquiry in Haw Par was set up in July, in the wake of sharp controversy prompted by the abortive £25m. plan to link Haw Par with the Malaysian state-controlled Pernas Securities, the Singapore Finance Minister Mr. Hon Sui Sen, made a statement.

He spoke of evidence indicating "serious wrong-doing," and information received which, "strongly suggested that there might have been misapplication of company funds in the past." Mr. Hon also cited evidence that Haw Par directors had formed Spydar Securities for share dealing said to be for their personal benefit.

Later, the Hong Kong police began investigating the affairs of Haw Par and certain companies formerly related to SWS. In London SWS in view of the investigation declined to make any comment.

Mr. Tamblyn stated that he wished to emphasise that he was not aware of any "serious wrong-doing" in relation to the affairs of Haw Par.

Mr. Slater, who had previously been an executive of British Motor Corporation, established SWS in 1963 from the tiny H. Lotery company, in partnership with Mr. Peter Walker, who is

Continued on Back Page

Terry Kirk / Ashley Ashwood

Mr. Jimmy Goldsmith (left), new chairman of Slater Walker, and Mr. Jim Slater, former chairman, leave the company's London headquarters after Mr. Slater had resigned.

Chrysler Avenger output cut to 11 days for two months

BY PETER CARTWRIGHT, MIDLANDS CORRESPONDENT

CHRYSLER U.K. shocked the motor industry last night by planning to cut production of its principal Avenger saloon to only 11 days for the whole of the last two months of the year.

Short-time working in its car and truck plants at Luton, Coventry and Linwood, Scotland, was introduced in September, and most workers will be on a three-day week in November and December.

At the Ryton Avenger assembly plant, however, Chrysler wants to cut production particularly sharply to prevent stocks rising too rapidly in the dead months between November and February. If the company proposals are accepted by the unions, the 3,000 car workers will have just eight days at work in November. In December, taking into account the holiday period, they will be working only three days.

This is a far more severe cut-back than had been envisaged, and management's proposals predictably met with a strong reaction from the unions.

Further discussions will be held to try to soften the blow and arrange the short-time in such a way that those most affected can maintain take-home pay as far as possible. By the third week in November, the great majority of those on short-time will have exhausted paid lay-off money, available for some 20 days.

Market share

Chrysler has suffered a disturbing drop in its market share this year which it has tried to counter by improved warranties and by other customer-oriented schemes. But the only new model it has introduced is the French-made Alpine made at the Simca plant.

The Arrow range (Hunters, Humbers and the Imp) made at Linwood, and the Avenger saloons made at Ryton, Coventry, are growing long in the tooth, despite being updated. With more new models from U.K. competitors than for a long time and increased foreign competition, Chrysler's market share has slipped drastically—from 9.17 per cent. in the first nine months of last year to 6.76 in the same period this year.

Chrysler said last night that the Linwood plant was less affected by the downturn because it had an overseas components order and a lower relative level of staff. But the decision to cut production of the Avenger—Chrysler's best seller—illustrates the grim view it is taking of the market this winter.

Although up to this point total U.K. car sales are only 30,000 down on the level of last year, Chrysler expects the market to turn down sharply over the rest of the year, and in January it is predicting that sales will be 25 per cent. down on the surprisingly good figures of last year.

Chrysler's decision follows only a few weeks after it announced first-half losses of £16m., and must raise again the question of whether it will pursue Government finance for the new model which it sorely needs. Earlier this year, the company said it might approach the Government for assistance, and it is believed to have put outline proposals to the Department of Industry.

A series of highly damaging strikes over the past two or three years is one of the reasons behind the company's postponement of the building of a new model in the U.K.

Trade unions at Chrysler last night put counter-proposals on short-time working to the company, designed mainly to maximise their lay-off income. The management is willing to be as flexible as possible, but is clearly determined to stick close to its target on working days.

Britain's car makers change gear Page 12
No panacea warning, Back Page

Citibank leads cut in U.S. prime rates

BY GUY DE JONQUIERES NEW YORK, Oct. 24.

THE FIRST general reduction in U.S. prime rates since early June began taking hold to-day, when a number of big money-centre banks cut their primes to 7¾ per cent. from the 8 per cent. that has prevailed for the past six weeks.

The reduction was widely expected, after the recent sharp falls in money market interest rates, and forecasts are already being made that the prime will drop again to 7½ per cent. by as early as the end of next week.

This could happen even if money market rates remain stable and do not decline further.

First National City Bank, which often sets the trend in prime rate movements, bases its prime rate formula on a three-week moving average of the yield on 90-day commercial paper and not on week-to-week changes.

The average commercial paper yield during the past week has been 6.23 per cent., down from 6.53 per cent. the previous week.

Citibank led off this morning's wave of prime rate cuts, and its action was followed swiftly by Bank of America in California, Continental Illinois in Chicago and by a flock of smaller regional banks in different parts of the country.

The downward move is set against a background of continued weak loan demand and a significant relaxation in the Federal Reserve's monetary policy.

During the week ended on Wednesday, business loans at large New York banks dropped by $253m., bringing the cumulative decline since the start of this year to almost $1.5bn.

The last week also saw the first big weekly increase since early summer in money supply, which rose by $1.7bn. to a seasonally-adjusted annual rate of $294.6bn. This follows six consecutive weeks of decline in the monetary aggregates.

Coats Patons sheds 750 jobs in north east reorganisation

BY RHYS DAVID

COATS PATONS, the Glasgow-based international textile group, is to cut its labour force in north-east England by 750 over the next year in a major re-organisation of its yarn manufacturing activities.

The group, which yesterday blamed the continuing textile recession for the move, is to separate the hand-knitting and industrial-yarn activities now carried out at its Darlington plant. It will create two new operating units which, it is claimed, will be able to react flexibly to market requirements.

The hand-knitting operation is being transferred to Alloa, Scotland, where, as announced last month, the company is to close its main Donaldson Bros. plant and move production of knitwear made there to the Midlands.

A total of 500 people at the Alloa factory will be affected by this change, but many of these are now expected to be re-employed on producing hand-knitting yarns.

The Darlington plant will concentrate on dyeing and finishing industrial acrylic yarn used by knitwear producers, but the company has warned that present and foreseeable losses on this operation mean the position will have to be kept under constant review.

The industrial yarn operation has been badly affected by the depressed state of the U.K. knitwear industry, which is working 20 per cent. and more below capacity as a result of declining demand and imports pressure. It was this problem which led Coats to announce the cuts at Donaldson Bros. and the concentration of its knitwear operations into fewer plants in the Midlands.

The re-organisation will also result in the closure of a winding plant at Billingham on Teesside. The work will be absorbed into the Darlington plant. This will account for the loss of 200 jobs with the remaining 550 redundancies occurring at Darlington.

The company said yesterday it was hoped a significant proportion of the reduction in jobs over the next year would come about as a result of natural wastage.

Coats is also joining the long list of concerns which have completely moved out of wool combing. It will phase out its combing at Darlington next year and will rely on commission combers to meet its requirements.

The company said combing had become uneconomic as a result of the general swing by domestic and industrial users to synthetic yarn.

● The 68-year-old Enfield Mill at Wigan is to close.

The mill, owned by Pemberton Manufacturing, is the last in the town devoted entirely to cotton weaving, and its closure will mean redundancy for the 65 employees, who have been on short-time working since last November.

£ in New York

—	Oct. 24	Previous
Spot	$2.0695-0700	$2.0650-0660
1 month	1.04-0.99 dis	1.03-0.98 dis
3 months	2.85-2.80 dis	2.75-2.70 dis
12 months	8.60-8.50 dis	8.35-8.15 dis

FEATURES

ON OTHER PAGES

For latest Share Index phone 01-246 8026

The week in London and New York

Gilts rally and boost shares

Gilts began to rally on Tuesday prompted by hopes for lower U.S. interest rates and this has been the signal for equities to move sharply upwards. The 30-Share index has risen 20 points over the past four days closing yesterday at 356.7 which is 2½ per cent. short of this year's June peak of 365.3. Thus the market has now broken decisively through the top end of the trading range of the past six weeks. The Actuaries have managed substantially to back up this movement with the All-Share index rising strongly: but dealing volume remains at relatively low levels. Yesterday's management changes at Slater Walker were announced well after market hours.

The gilt market found itself badly crunched at the end of last week so a reaction could have been expected once the dust had settled: after all our longs index dropped a full 4½ per cent. in just two days to Monday. By yesterday's close gilts were back virtually to where they were ahead of the Chancellor's banquet speech, and U.S. money trends have been the over-riding factor. The Dow Jones has been rising steadily all this month, and sure enough Citibank sparked off a round of prime rate cuts yesterday. The problem of a default by New York City has only been postponed until December.

TOP PERFORMING SECTORS IN FOUR WEEKS FROM SEPTEMBER 25

	% Rise
Motors and Distributors	+9.6
Insurance (Brokers)	+5.8
Office Equipment	+5.7
Machine and Other Tools	+5.4
Oils	+5.0
Textiles	+3.4
All-Share Index	+0.4

THE WORST PERFORMERS	% Fall
Property	−7.9
Stores	−4.9
Electronics, Radio, TV	−3.2
Food Manufacturing	−1.5
Merchant Banks	−1.1
Chemicals	−0.9

Self-raising bakers

The food analysts have been caught on the hop this week. Both Spillers and Associated Biscuit have emerged with interim profits way ahead of expectations, and the sound of earnings forecasts being rattled upwards has reverberated from one end of the City to the other. Price rises at a time of sharpish declines in volume explain Associated's performance while a combination of good demand and stable wheat costs has widened Spillers' pre-interest margins for the first half of 1975 by over three-fifths.

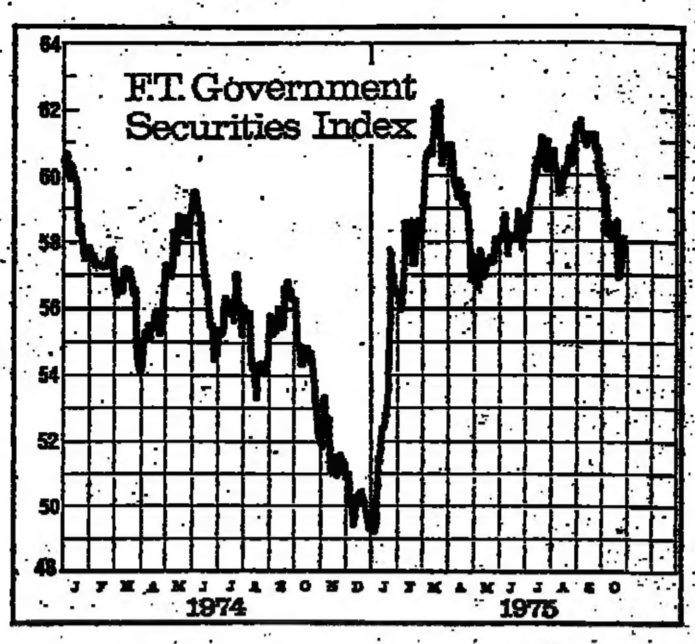
Spillers looks like reducing its bread losses by around £5m. to £2m. before interest this year, and that should allow 1975's pre-tax profits to rise to at least £17m., against £7.3m. and a peak of £10.4m. some half-dozen years ago. Thus group earnings should get to close on 6p a share, and the chances are that Spillers will be able to push on to around 7p in 1976—if it can finally get its bread operations out of the red. Milling is still going strongly (self-raising volume is up something like 8 per cent. so far this year) and as the bakers face a wage award from December 1, this should quickly reverse the price cutting in the industry and give the bakers a case for renewed price increases.

Raw material costs are edging upwards again but Spillers has purchased wheat forward right up to the summer of 1976, and further bakery rationalisations have helped to reduce the group workforce by 7 per cent. this year after a fall of a sixth in 1974. Costs are also moving upwards for Associated Biscuit but this group's major problem remains volume — especially among its important Club count lines where it looks as if market share is being lost. The group yields 5.3 per cent., or a third less than Spillers; but prospective earnings cover is a point up on the latter at around 3½ times.

FMC: room for compromise

The dissident director of FMC, Mr. Robin Mills, this week spelt out his objections to the proposals put forward by NFU Development Trust for radical changes in the FMC Boardroom. These, in effect, would result in a minority shareholder gaining control without making an offer. But there is almost no way in which Mr. Mills can win the day unless the Trust, which owns 40.9 per cent. of the shares, is prevented from voting. The only authority with that kind of power is the Takeover Panel, and it is extremely unlikely that it will feel able to act under the existing code. The rule now is that if a holder of 30 per cent. or more of a company subsequently buys more than 1 per cent. of the votes within a 12-month period, the matter falls within the Panel's jurisdiction. The Trust bought 3.4 per cent. of FMC during 1974—but after the new rules were published half-way through the year, its purchases were limited to 0.98 per cent.

However, it is unlikely that the Trust and its advisers will ignore the hostility that has been generated by this affair. The suggestion is that they might be willing to support the election of independent directors of some standing in the City, who could be seen to be acting as the guardian of outsider shareholders' interests. If they were also to explain to FMC shareholders exactly why they want the Board changes, and what the future policy will be, this could provide the basis for an acceptable compromise. Failing this, Mr. Mills deserves wholehearted support.



Rights issue revival

There has been quite a flurry of rights issue activity over the last few days—with nine companies coming to the market—including three who rushed out statements on Monday evening ahead of the midnight deadline for new Treasury rules announced that afternoon. The Treasury's new controls will be on issues made principally in order to increase dividend payments beyond the 10 per cent. statutory limit—though these moves are not being banned. So companies making a rights issue at a discount of more than 25 per cent. on the market—"deep discounting" as the Treasury exotically terms it—will have to obtain consent if they want to maintain their dividend per share.

This control will apply to cases where, for example, the share price is 80p and a one-for-one issue is made at par of 10p while the dividend is maintained, in effect nearly doubling the payment. Permission would, in fact, have been given for all the "deep discounted" rights so far made, and will be given to similar moves in future provided the resulting dividend increases do not produce gross yields which are significantly out of line with companies of a similar type. Issues of this kind have come this year from groups such as Croda, Ladbroke and Raybeck, and at least two out of the three companies which rushed out issues on Monday night—Kwik Save, Lennons and S. and W. Berisford—fall into this category.

At the same time, the Treasury also announced that companies which are incorporated in the U.K. and quoted on the Stock Exchange, but resident abroad for tax and exchange control purposes, will be allowed to exceed the 10 per cent. limit on obtaining permission from the Treasury. This will make only a limited, practical difference but among the qualifying companies appear to be Highlands and Lowlands, Pahang Consolidated, Kulim and Maxim's.

Building materials

Building material bulls had some of the wind knocked out of them on Thursday when the UBM Group came up with interim profits of just £1.7m. pre-tax, against £3m. This fell a long way short of market estimates, and clearly UBM's margins are being squeezed a good deal harder than most of the other major groups in the sector. The shares yield 10 per cent., and the straight question at the moment is whether UBM will maintain its dividend this year. The interim payment was held, and the group is just half-way to producing the sort of annual profit needed to cover a maintained total. But the market will be watching the skies closely this winter.

Onlooker

MARKET HIGHLIGHTS OF THE WEEK

	Price Y'day	Change on Week	1975 High	1975 Low	
F.T. Ind. Ord. Index	356.7	+14.3	365.3	146.0	Institutional demand
Berisford (S. & W.)	212	+19	212	58	Bonus "Rights" issue
Bibby (J.)	64	+11	85	33	Revival of buying interest
Cons. Tea & Lands	300	+40	310	100	Reorganisation hopes
EMI	228	+ 8	231	62	Further X-ray scanner orders
Falcon Mines	165	−40	250	165	Lower profits & div. forecast
Gomme Hldgs.	72	+ 7	88	34	Preliminary statement
Group Lotus Car	29	+ 8	29	8	Motor Show orders
Haggas (J.)	245	+25	245	94	1st quarter profits upsurge
Hawker Siddeley	326	+21	338	135	Pleasing interim results
Hunting Gibson	136	−24	173	85	Disappointing 1st half profits
Kwik Save	243	+15	243	67	Bonus "Rights" issue
Lennons	62	+11	62	18½	Bonus "Rights" issue
Magnet Joinery	196	+21	196	41	Still on merger with Sthns.-Evans
Pancontinental	630	+50	645	220	Uranium export hopes
Paterson Zochonis	430	+30	450	175	Profits rise/share subdivision
Shell Transport	374	+16	378	118	Persistent investment demand
Southerns-Evans	140	+15	140	31	Still on merger with Mag. Join.
Trust Houses Forte	109	+11	127	40	Vague talk abt. Allied Brew. stake
West Nile	285	+55	295	181	Reorganisation hopes

Late setback

BY JAY PALMER

NEW YORK, Oct. 24

AFTER A steady rise for four days Wall Street suffered a sharp fall to-day losing 14.64 to 840.52, cutting its net gain on the week to 8.34 in the Dow Jones Industrial Average.

Earlier in the week Wall Street like the much more vulnerable New York bond market, was quick to recover from the depression brought on by New York City's latest brush with disaster. Despite the clear indication in the latest rescue that the City's financial crisis will flare up all over again in early December (if not earlier), both market moved strongly ahead until to-day.

A major factor in this earlier burst of enthusiasm was the series of signals in mid-week that the Federal Reserve was again leaning towards a somewhat easier credit policy. This is the third such move in the past two weeks and, with the Fed's moves to inject reserves into the banking system coming when the Federal funds rate stood at 5½ per cent. It seems to confirm projections that the official intervention rate has been lowered from the previous 5¾-6 per cent. level.

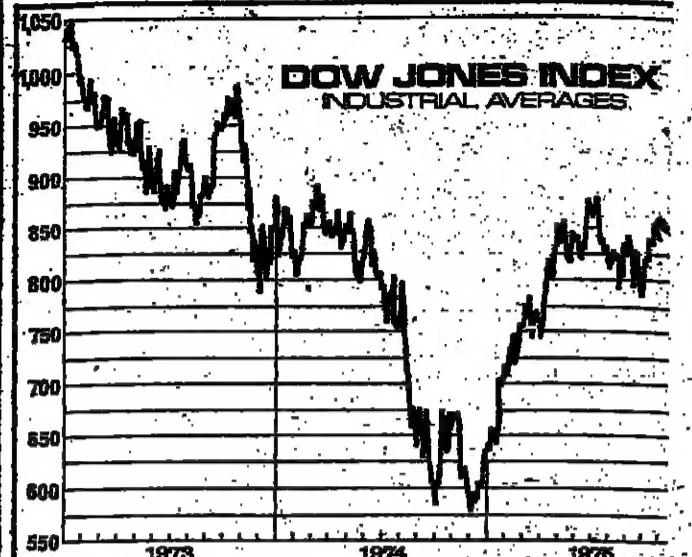
The impact of this was immediate with virtually all key interest rates moving lower from Wednesday. Speculation that First National City Bank would cut its prime lending rate back to 7¾ per cent. (from 8 per cent.) was proved correct this morning and this, in turn, seems almost certain to encourage a large number of other banks to follow Citibank's example later to-day and next week.

While there seems every chance a continuing decline in interest rates will push the equity market higher (perhaps lifting the Dow Jones industrial index through the 900 barrier), there is also a growing belief that a sharp decline in both interest and inflation rates could signal a deepening and renew[ed] downturn in corporate prof[its]. This, the argument goes, wo[uld] push the indices back down to [the] 700's.

The major fear is that [the] economic recovery, such as [it is,] might be halted by weak c[on]sumer demand. And excess[ive] fiscal stimulus in an elect[ion] year could work to translate [the] weak consumer demand i[nto] financial strains and even ba[nk]ruptacies for a number of c[om]panies.

This pessimistic view (wh[ich] basically concludes that the c[ur]rent downside risk in equi[ties] more than outweighs ups[ide] potential) is not completely s[up]ported by a recent compu[ter] study by Data Resorces of [the] current recession's impact [on] corporate profits. This conclu[des] that corporate net earnings [in] 1975 will fall only 12½ per c[ent] overall (well below other ongo[ing] forecasts of a 20 per cent. [drop]) with wide variations l[eav]ing some industries (like e[...] up by 60 per cent. and ot[hers] (like airlines and copper) d[own] by just as much.

Looking ahead to next y[ear] the study (which covers al[l] 80 industries) projects an a[ver]age profits rebound of abou[t ...] per cent. But as with this y[ear] the variations are forecast t[o be] very large with the shar[pest] gains coming in the most cyc[lical] industries. Forecast best [per]formers next year in earn[ings] terms are the car makers, [air]lines, cosmetics, office equip[ment] and semi-conducter indust[ries]. Lagging the average will [be] industries involved with coal [and] crude oil.



DOW JONES INDUSTRIAL

	Close	Ch
Monday	842.25	+
Tuesday	846.82	+
Wednesday	849.57	+
Thursday	855.16	+
Friday	840.52	−

MINES IN THE NEWS

Johnnies on a see-saw

BY MALCOLM DUMPHREYS

WHILE THERE seems to be no sign of any lifting of the gloomy outlook for base-metals over the next few months, it is encouraging to see how the large mining finance houses are still pressing on with their search for yet more mineral deposits to satisfy the needs of future generations. Furthermore, the companies are doing this despite the fact that metal prices need to be substantially higher than current levels to justify the bringing in of new capacity.

One country where the mineral search may still be carried out with the knowledge that a fair return on capital will be allowed should anything eventuate is South Africa and one of the active seekers there is **Johannesburg Consolidated Investment**.

In the company's annual report this week it is stated that net exploration costs in the year to June were R6m. in addition to which R0.6m. was spent on the acquisition of mineral rights and options. Gold, copper, nickel and uranium are all included in the exploration programme which is being carried out in the exciting north western Cape and in South West Africa's Namib Desert. Evaluation of copper, zinc and uranium discoveries in Angola, however, has been halted owing to the current unrest there.

Two new mines

Trial milling has started this month at two new "Johnnies" ventures. The first, the Otjihase copper mine near Windhoek in South West Africa, is on the way to a planned milling capacity of 120,000 tonnes of ore a month for the production of 30,000 tonnes of copper a year. Total cost of the project is now put at R47m. (£26.3m.) and is being funded by equity, shareholders and bank loans.

The other venture is the Shangani nickel mine in Rhodesia in which "Johnnies" has a 54 per cent. stake. Total capital requirement is put at around $Rh.22m. and a rights issue to raise $Rh.5.5m. is planned towards the end of the current year to next June.

During the past year "Johnnies" increased its holding in **Potgietersrust Platinums** from 33 per cent. to 43.3 per cent. The "Pots" holding along with smaller stakes in **Union Platinum** (15.4 per cent.) and **Waterval** (1.3 per cent.) gives "Johnnies" an indirect stake of just over 20 per cent. in **Rustenburg Platinum**.

With regard to the outlook for "Johnnies" in the current year, the company is heading for lower profits than the R32.8m. made in 1974-75. Income from gold, copper, antimony and platinum will all be lower. That from diamonds, however, should hold about steady. The dividend which was increased to 165 cents last year could be maintainable.

The adverse effect of the recent 17.9 per cent. devaluation of the South African rand on overseas borrowings, an item which will affect most mining companies, is brought home in the "Johnnies" report with the company stating that for a $37m. Euro-loan raised in March this year the increased liability for repayment in Rands is R5.7m. in addition to the R1.4m. already provided in the latest accounts.

The outlook for "Johnnies" is akin to that for the London-based **Consolidated Gold Fields**. The latter reported slightly increased profits and dividends for the year to June 30 which were commented on in this column last Saturday, and publishes its annual report to-day. It, too, has increased exploration expenditure during the year to £4.1m., against £2.9m.

The largest provider of revenue remains gold which contributed 4 per cent. more last year at 32 per cent. That for the beach sand minerals section rose from 4 to 9 per cent. reflecting higher prices for the group's output of ilmenite, rutile and zircon through **Associated Minerals** and **Western Titanium** in Australia.

The Australian end of operations is not finding things too easy at the moment, however, as was pointed out by the chairman, Sir Brian Massy-Greene, at the annual meeting in Sydney this week of **Consolidated Gold Fields Australia**. He told shareholders that the current year, which covers the same period as the parent, will be a "very difficult" one.

He said that the mining industry has already suffered from unprecedented increases in wages and costs at a time when metal prices have fallen sharply or, at best, are holding steady. Sir Brian also cannot foresee any upturn in metal prices and, subsequently, profits in the short term.

He said that despite the many forecasts of a resurgence in demand from the major industrial countries of the world "we cannot see in most commodities that concern us any prospect of an early return to anything like normal levels of demand."

Similar views to those of CGFA on the outlook for base-metal prices are put forward by **MIM Holdings** which has announced its unaudited net earnings for the first quarter of the year to next June. These have fallen to $4.99m. (£3.06m.) from sales of $57.6m. compared with $17.74m. on sales of $73.68m. for the corresponding period of 1974/75.

One ray of much needed sunshine on the Australian mining scene, comes from **Oakbridge**, the coal mining and finance group in New South Wales which was formerly Slater Walker Australia. The chairman, Mr. Graham Mapp, forecasts that the dividend will be increased to 8 cents (4.9p) in the year to next June compared with a similar payment which covered an 18-month period previously when profits rose to $3.38m. ($2.08m.).

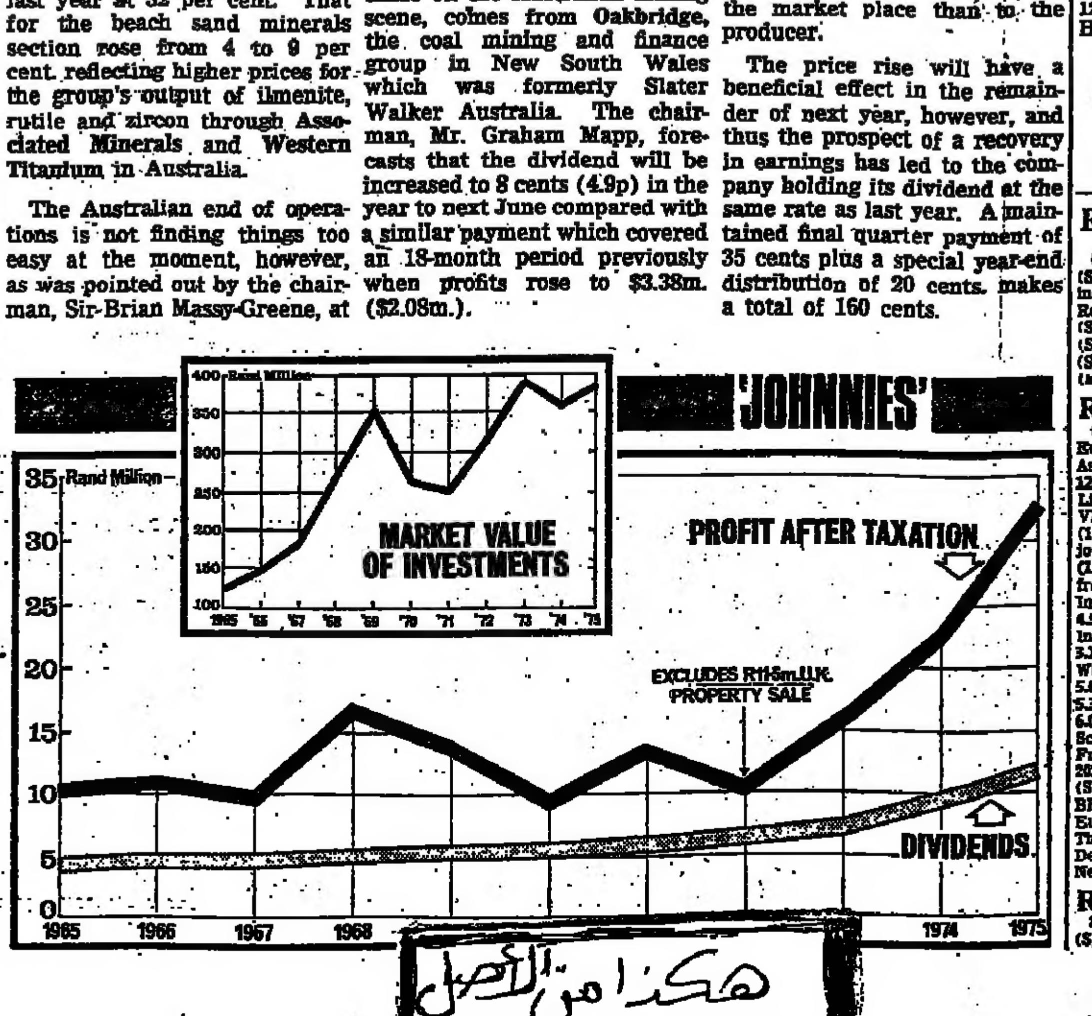
Oakbridge now estimates its total coal reserves, including those in new areas, at 350m. tonnes. Annual production of washed coal has nearly doubled to 1.4m. tonnes and, as already reported, the company has contracts with Japanese buyers for the export of some 20m. tonnes of coal over a ten-year period.

Inco still pays

Reflecting reduced nickel deliveries, sharply lower copper prices and increased unit costs, Canada's **International Nickel** reports third quarter earnings of $U.S.42.4m. (£20.5m.), or 57 cents (27.5p) a share, compared with $48.9m. or 65 cents a share in the previous three months. It brings the nine-month total to $147.8m. or $1.98 a share as against $231.7m. or $3.11 a share for the comparable period of 1974.

Inco recently increased its nickel price from $2.01 per pound to $2.20 per pound but the benefit of this will not accrue until the early part of next year as the rise is not likely to be applied to those customers with existing supply contracts for several months. And with the free market price running at around a 30 cent discount to the official quotation at the moment, any buyer wanting additional supplies will more likely go to the market place than to the producer.

The price rise will have a beneficial effect in the remainder of next year, however, and thus the prospect of a recovery in earnings has led to the company holding its dividend at the same rate as last year. A maintained final quarter payment of 35 cents plus a special year-end distribution of 20 cents makes a total of 160 cents.



هكذا من الأصل

TV/Radio

† Indicates programme in black and white

BBC 1

9.00 a.m. Fingerbobs. 9.15 Star Trek. 9.35 Why Don't You? 10.00 Model World: Controlled Flight Model Aircraft. 10.25 On the Move. 10.35 The Virginian starring James Drury. 12.15 p.m. What's Brewin' Bruin. 12.25 Weather. 12.30 Grandstand: Football Focus 12.35; Boxing 1.00 (bantamweight championship of Great Britain); Racing from Newbury 1.20, 1.50, 2.25, 2.50; International Athletics 1.35, 2.05; 1975 Cricket Awards 3.10; International Rugby League from Bradford 3.45 England v. New Zealand. 4.40 Final Score.
5.05 The Basil Brush Show.
5.30 News.
5.40 Sport/Regional News.
5.45 Dr. Who.
6.10 Bruce Forsyth and the Generation Game.
7.00 Saturday Film: "Judith," starring Sophia Loren and Peter Finch.
8.45 The Dick Emery Show.
9.15 Kojak.
10.05 News.
10.15 Match of the Day.
11.15 Parkinson and guests.
12.15 a.m. Weather.

All Regional programmes as BBC-1 except at the following times:—
Wales—9.35-10.00 a.m. Telifant. 12.15 p.m. News of Wales.
Scotland—4.55-5.45 p.m. Scoreboard: Today's sport in Scotland. 10.15-10.45 Sportscene. Scottish League Cup Final: Celtic v. Rangers. 10.45-11.15 There Was A Girl. 12.45 a.m. Scottish News Summary.
Northern Ireland—3.10-3.50 p.m. Rally Cross. 4.55-5.05 Scoreboard. 5.40-5.45 Northern Ireland News. 12.15 a.m. Northern Ireland News Headlines.

BBC 2

2.40 p.m. Saturday Western: "Buffalo Bill," starring Joel McCrea and Maureen O'Hara.
4.10 Chico and the Man.
4.35 Play Away.
5.05 The Money Programme.
5.50 Westminster.
6.20 Open Door.
6.50 Rugby Special: Melrose v. West of Scotland.
7.50 News and Sport.
8.00 Born 1900: Alan Bush, English musician and Communist.
8.30 Balanchine Festival.
9.20 Plays from Birmingham: "Club Havana," by Barry Reckord.
10.05 William Wellman.
11.05 Open Door.
11.45 News on 2.
†11.50 Midnight Movie: "Wild Boys of the Road," with Frankie Darro and Rochelle Hudson.

LONDON

9.00 a.m. Checkmate. 9.25 Artists At Work. 9.50 The Beachcombers. 10.20 The Jetsons. 10.50 Junior Police Five. 11.05 The Adventures of Black Beauty. 11.35 Planet of the Apes.
12.30 p.m. World of Sport: 12.35 On the Ball. 1.00 International Sports Special (part 1), gymnastics, from Salt Lake City. 1.10 News. 1.20 The ITV Six—from Stratford: 1.30, 2.00, 2.35; from Doncaster: 1.45, 2.20, 3.00. 3.10 Sports Special (part 2), motor cycling. The MCN Superbike Championship. 3.50 Half-time Round-up. 4.00 Wrestling. 4.50 Results Service.
5.05 Supersonic.
5.30 Space 1999.
6.45 A Joke's, A Joke.
7.15 Sale of the Century.
7.45 Saturday Mystery Movie: McCloud.
9.00 Within These Walls.
10.00 No-Honestly.
10.30 News from ITN.
10.45 Bye Bye Braverman, starring George Segal.
12.35 a.m. Books and Belief.

All ITV regions as London except at the following times:—

ANGLIA

[illegible]

ATV MIDLANDS

[illegible]

BORDER

[illegible]

CHANNEL

[illegible]

GRAMPIAN

[illegible]

GRANADA

[illegible]

HTV

[illegible]

SCOTTISH

[illegible]

SOUTHERN

[illegible]

TYNE TEES

[illegible]

ULSTER

[illegible]

WESTWARD

[illegible]

YORKSHIRE

[illegible]

RADIO 1 247m

[illegible]

RADIO 2 1,500m and VHF

[illegible]

RADIO 3 464m, Stereo & VHF

[illegible]

RADIO 4 434m, 330m, 285m and VHF

[illegible]

BBC Radio London 206m and 94.9 VHF

[illegible]

London Broadcasting 261m and 97.3 VHF

[illegible]

Capital Radio 194m and 95.8 VHF

[illegible]

TV Top 20

Week ended October [illegible]

1 The Sweeney ...... Thms.
2 The Two Ronnies BBC
3 Upstairs, Downstairs LWkd
4 The Generation Game BBC
5 Opportunity Knocks Thms.
6 Crossroads (Tue) ATV
6 Crossroads (Thur) ATV
8 My Son Reuben Thms.
9 Crossroads (Wed) ATV
10 Get Some In Thms.
11 Beryl's Lot [illegible]
12 Coronation Street (Mon.) Gran.
12 It's A Knockout BBC
14 World in Action Gran.
15 [illegible]
16 Softly Softly BBC
17 The Liver Birds BBC
18 The Invisible Man BBC
19 Tommy Cooper Thms.
20 Coronation Street (Wed.) Gran.

Figures compiled by Audits of Great Britain for Joint Industry Committee for Television Advertising Research.

Your savings and investments

Routes to the U.S. market

BY CHRISTOPHER HILL

OVER THE past ten years a constant feature of the U.K. investment scene has been the confidence which many fund managers have had in the "fundamental strength" of the U.S. market.

One has heard time and time again that there was every reason for the U.S. market to go higher, but it has been a curious irony that most people who have remained committed to the U.S. have done relatively badly over the past 7 or 8 years.

This was partially due to dollar loan miscalculations (investments through the premium would have been safer in retrospect) but also because the U.S. has had an uncanny ability to produce sufficient crises to scupper stock market prospects—Vietnam and Nixon are obvious examples and this year the City of New York's financial crisis is the catastrophe candidate.

Sample of views

By contrast, although the U.K.'s economy has failed to prosper, the stock market has been sufficiently volatile to provide good opportunities for investors who were quick on the draw.

However, the U.S. is still looked upon as the leader of the world's economic growth prospects and this week the hopes of fund managers were cemented by the news that the third quarter's increase in GNP (an annual rate of 11.2 per cent.) was the best for 20 years.

Most of them were also hopeful of the trend of U.S. interest rates (see graph of U.S. three-month Treasury Bill rates). The upshot is that it is difficult to find anyone who is not bullish about the prospects for the U.S. market and at the current rate of knots the hope must be that the Dow Jones Industrial Average is set to penetrate the 1,000 points level—the all-time "high" was 1,051.70 in January, 1973. On Thursday the close was 855.16.

Taking a sample of the views of a lot of managers seemed to have done their U.S. tour recently), M and G is "very encouraged" about prospects and has even shifted some of its worldwide funds to the North American area. They have a lot of regional stocks in their portfolios, but not very many small ones (below $30-$40m. capitalisation). Small stocks tended to be very unhealthy traps in the past bear market.

Similarly Hill Samuel is "fully invested" in the U.S., believes that short-term interest rates are on the downward path (although they might start to move up again in 1976) and also favours "middle line" stocks including regionals like Chicago Pneumatic.

Barclays Bank and Warburgs also take positive lines while Scottish Widows—though bullish—points out that the yield gap between British Government Securities and American equities rise to 13 points when the near 100 per cent. dollar premium is taken into account.

The overall conclusion shared by everyone is that individual investment in the U.S. is very dicey unless one has a foreign currency loan facility—which inevitably pushes the individual into a fund of one sort or another.

The unit trust route into the U.S. market is relatively well-known and much publicised by outfits like Schlesinger with its American "PIMS" plan for the larger investor. But for people who are looking for the less obvious route with potentially greater prospects of capital appreciation it is time to look at the investment trusts with American interests.

Discounts

These had a dramatic rise earlier this year and went from discounts of up to 40 per cent. to single digit discounts or even premium ratings at one time. Since then the relative disappointment with the performance of the U.S. market this year by comparison with the U.K. has led to a renewed widening of the discounts.

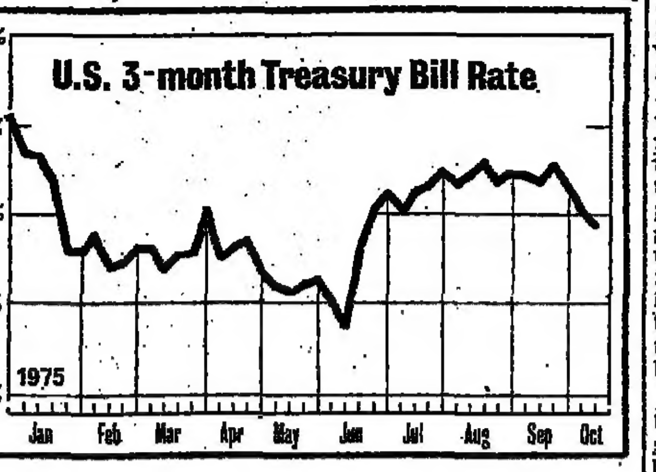
The table indicates that this is more pronounced among the more popular leaders of the investment trust industry which have significant American interests than the smaller specialist funds which tend to be much more concentrated on the sector.

The exceptions to this rule among the specialist funds are Atlantic, Baltimore and Chicago and West Coast and Texas which still suffer from the Cripps Warburg association but are now under the wing of Williams and Glyn.

Of course, one of the big problems for the individual investor is that investing through the medium of an investment trust does not mean that he can leave his money and rely on the managers to look after it—which is the theory with an open-end fund like a unit trust where the price conforms to net asset value.

In the investment trust market he has to be prepared to buy and sell (as in any other sector of the market nowadays) if he wishes to maximise performance and the clue to the latter depends largely on the level of discounts. This is a variable which is far from generally understood, but what one might say is that if the U.K. market does well at the same time as the U.S. market then the outlook for the narrowing of discounts is bright.

This at least is one conclusion implied in the recent work done by stockbrokers Sheppards and Chase on the question of changes in average discount. This suggests that when Wall Street is firm but London fails to respond, asset values tend to rise without pulling prices up with them and the discount widens. It also suggests that the essential reason for last year's high discounts and the relatively high average discount even to-day is the unprecedentedly long period of high interest rates experienced in the U.K. The firm therefore reckons that the sector is cheap for anyone expecting a further fall in interest rates and firm markets on both sides of the Atlantic. Of course one might think that this is self-evident and that the real art is getting the timing right—which S and C claims that it can do by employing a new computer-based "total return" method.



SPECIALIST TRUSTS WITH U.S. INTERESTS

	Assets £	North America %	Discount %
Atlantic Baltimore & Chicago	2.6m.	89	−33
New York & Gartmore	5.8m.	100	− 9
Montagu Boston	9.1m.	64	− 8
City & Foreign	2.6m.	82	− 7
West Coast & Texas	3.2m.	92	−30

LARGER TRUSTS WITH U.S. INTERESTS

	Assets £	North America %	Discount %
Alliance	153.6m.	34	−32
British Assets	73.4m.	53	−24
Sec. British Assets	24.2m.	60	−24
North Atlantic	22.0m.	54	−23
Technology	20.8m.	49	−31
Scottish Investment Trust	32.6m.	41	−22
Foreign & Colonial	121.6m.	34	−25
Stockholders	47.8m.	42	−29

SALEROOM

Landseer back in favour

By Antony Thorncroft

SIR EDWIN LANDSEER is back in favour. In his day he could command the highest prices and Queen Victoria herself was a patron, but for much of this century he has been out of favour and a prime example of the pitfalls in buying pictures as an investment. Now there seems to be a demand for his work.

At Christie's sale of the contents of the Earl of Swinton's house at Masham on Tuesday, a Landseer sold for £9,450, and yesterday in the St. James' saleroom, Christie's sold another, showing a Queen Victoria on horseback, for £9,975 to a private buyer.

New-style income bonds

BY ERIC SHORT

THE MARCH 1974 budget brought the guaranteed income bond boom to a sudden halt and created a vacuum in this sector of the life assurance market. But the very success of these bonds did highlight a strong public demand for guaranteed growth and income over comparatively short periods—much shorter than had been provided by traditional products up to then.

Now there are signs that this vacuum is being filled quite rapidly. Life companies, mainly the newer ones, are launching their latest products designed to provide either guaranteed growth or income or a combination of both—the latest coming from Albany Life and National Mutual. So now is an opportune time to review the structure of these bonds and the return being offered to investors.

The underlying vehicles for the old guaranteed income and growth bonds were two very basic life contracts—temporary annuities and deferred annuities. The designers simply revamped and combined these contracts to get the package required. The planners now seem to be using life policies—single premium endowments either without profits or with guaranteed bonuses — as the underlying vehicles.

These policies have always been available from life companies but until now have not been used for any specific purpose. Traditional designers have tended to use 10 years as the minimum term for their products simply because this is the shortest period for annual premium policies to qualify for tax relief.

No constraint

But tax relief does not apply to lump sum contracts, so there is no constraint on using single premium life policies in designing guaranteed bonds for periods much shorter than 10 years. Without-profit policies give a complete guaranteed return to investors, but up to now nobody has taken the trouble to calculate the yield and tell investors what return they were getting.

The pattern of yields available on the market vary from 8-9½ per cent. net to the basic taxpayer. Hill Samuel Life offers 9 per cent. growth over five or ten years, while Target Life offers 9 per cent. for its three year bond. But investors should not choose contracts solely on yield considerations. The term of the bond is all important.

Life companies have learnt from the bitter experience of some of their members where financial difficulties resulted from guaranteeing very high cash-in values. On all bonds now being marketed, the return on early cash-in is being restricted and based on current market conditions. Indeed, investors with the Target three-year bond are locked in until the end of the period.

Therefore investors must remember that the guaranteed return given on many bonds relates to the end of the period only. So if investors require flexibility as to when they can get their money, they should go for a contract which offers a variable investment period, but the return is likely to be lower. The latest bond from National Mutual—the Guaranteed Investment Policy—offers a return of 8.3 per cent. net guaranteed for any period from 4 to 10 years.

The bond from Albany Life offers investors a choice of guaranteed income or guaranteed growth over a four year period following a pattern similar to the Target Life bond by declaring guaranteed bonuses on the policy. The investor can either cash these to provide income or leave them to roll up to provide growth. But unlike Target, the Albany contract does allow cash-in depending on the market level of interest rates. The return on this bond at 9½ per cent. is possibly the highest in the market at present.

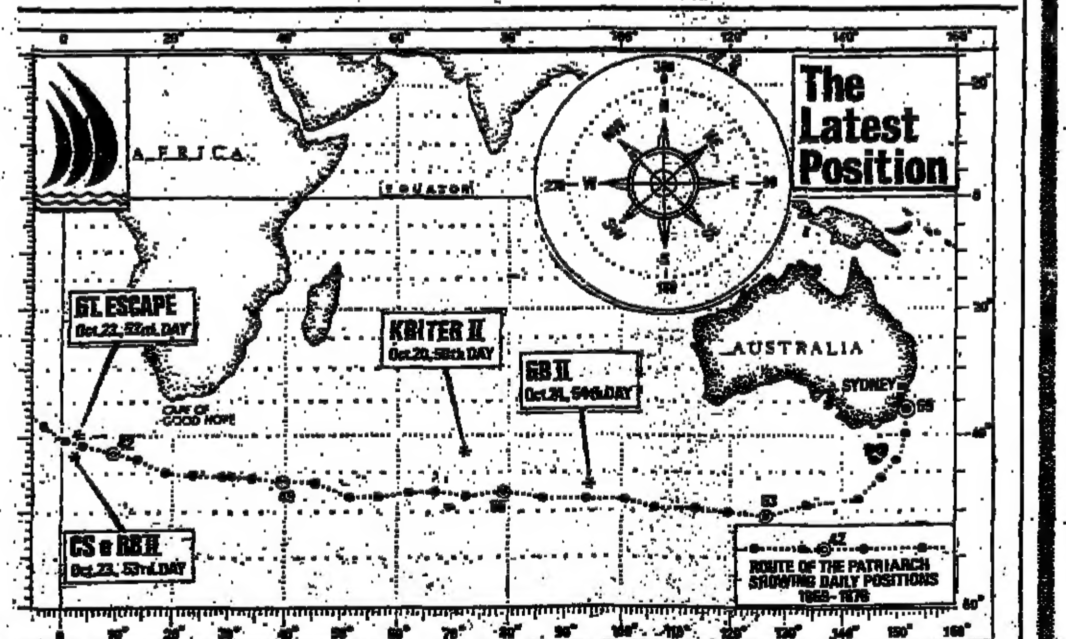
Now that the ice has been broken, there is likely to be a spate of such guaranteed bonds coming on to the market, taking advantage of the high yields currently available on short dated investments. Investors should look around to see what is being offered, paying particular attention to the terms offered, the cash-in values and the death cover over the period and pick one that comes nearest to his requirements.

Product labels

A NEW angle on policyholder protection was given this week by the Scottish Actuaries' President, Mr. Maxwell D. Thornton, in his address to the Faculty in Edinburgh. It amounts to no less than imposing conditions under which companies can use the words "Life" and "Assurance" in their name.

Mr. Thornton wants investors to be able to distinguish between new and old companies simply from the name. After which caveat emptor would apply to the products sold and the old life companies would not be saddled with the cost of baling out failures. A novel solution, but full of practical problems.

CLIPPER RACE — BY ALEC BEILBY



GB II in sight of record

IT IS becoming increasingly apparent that Great Britain II, less than a thousand miles from the longitude of the most westerly point of Australia, could beat the record of 69 days from London to Sydney established by the clipper Patriarch in 1869-70.

The yacht is now a little less than 3,000 miles from the finishing line in Sydney harbour and on Thursday left herself needing to average 9.1 knots for the remaining sixteen days to beat Patriarch. In the next 24 hours, though, she covered nearly 300 miles and thus reduced the necessary average to 8.8 knots—a speed well within her capabilities.

The lighter winds that slowed her mid-week gave her crew a chance to catch up on sail repairs and to reduce a leak in the yacht's rudder post, no doubt caused by the immense strain put on the steering gear when running before the wind in mountainous seas.

Two years ago Chay Blyth and his crew reported that the yacht was, when surfing, touching speeds of 20 knots and more for minutes rather than seconds.

The French ketch, Kriter II, which has been at the heels of Great Britain since the two yachts left the Thames 54 days ago, has not reported her position for four days, but is thought to be almost the same distance from Sydney as the British yacht, though further to the north.

Whichever course they choose there is no doubt that on Saturday, November 8, the gaze of Sydney's yachtsmen will be directed seaward as the deadline for the record approaches.

Now nearly 5,000 miles behind the leaders, the Dutch yacht Great Escape and the Italian schooner CS e RB II are level, the Italians having made up the time lost when they put into Recife three weeks ago.

In Sydney, provisional details of a short offshore race for the ten large offshore racing yachts that will be there during December have been announced. They will race over a 30-mile course on a non-handicap basis for a trophy presented by City Ford, Sydney, who are sponsoring the Southern Cross Cup series.

The race will be sailed on December 14 and the organisers—the Cruising Yacht Club—hope that both Great Britain II and Kriter will compete against the American ketch Kialoba, the Sydney to Hobart record holder Helsal, Anaconda II, in which Josko Grubic will sail the second leg of the Clipper Race, and the Australian 12 metre Gretel.

LATEST POSITIONS

Great Britain II	Oct. 24.	0200 GMT.	46.50° S, 94.35° E
Kriter II (France)	Oct. 20.	1800 GMT.	42.10° S, 72.10° E
Great Escape (Holland)	Oct. 23.	1200 GMT.	39.42° S, 03.03° E
CS E RB II (Italy)	Oct. 23.	1200 GMT.	42.45° S, 02.40° E

Finance and the family

Insurance

VAT and the telephone

BY OUR LEGAL STAFF

Could you tell me, please, what exactly was the point established by Mr. Donald Cross *recently in his appeal against* a VAT charge in connection with his *telephone*? In my case I received a bill in July charging 10 per cent. on the rental paid in advance, and was told on inquiring that this was correct. Is this so?

Briefly, the point established in Mr. Cross's appeal to the VAT Tribunal was that the "date of issue" of a VAT invoice means the date of its departure from the issuing establishment, not some earlier date. Since it was the date of issue of telephone *bills which* determined whether they attracted 10 per cent. or 8 per cent. VAT. when the rate was cut in July of last year, people in areas where bills were delayed beyond the change-over date benefited from the cut; theoretically they could have suffered if the rate had been *raised instead.*

In your own case, if the bills in your area were indeed posted before July 29, 1974, you were correctly charged at 10 per cent. (even on rental due in advance).

A deed of release

(a) must a deed of release be signed by a beneficiary in every case on the winding-up of an estate?

(b) are the executors entitled to withhold the winding-up of an estate for an indefinite period if a beneficiary refuses to sign such a document?

(a) No; a beneficiary would normally be required to sign a receipt for his legacy when it is paid or transferred to him. A deed of release is only appropriate in circumstances where the personal representatives are making a distribution in a form which or at a time when they are not strictly obliged so to distribute.

(b) No; the personal representatives have a duty to administer the estate fully. They can refuse to complete administration if they are not given a receipt, but even then eventually they ought to seek the directions of the court.

Shares from Sweden

My wife, who was born in Sweden, recently inherited from *an aunt in Sweden, a block of* shares in a Swedish company. Can she keep them? If sold will they attract the premium? Can the dividend proceeds be left in Sweden?

We assume from your letter that your wife is a U.K. resident for both tax and exchange control purposes, and a U.K. national. In this case, there *is* no obstacle to her retaining the Swedish shares she has inherited, but she must hold them with a U.K. authorised depositary here or abroad. The shares, being inherited, will never attract the investment currency premium. Under exchange control rules, any dividends or other income arising from the shares would have to be surrendered for sterling in the U.K.

If, however, your wife has retained Swedish nationality, the regulations could be somewhat different, and you should consult your bank about the situation.

No planning permission

I am proposing to improve the garage accommodation of a house I have bought by adding four and eight feet respectively to the side walls of a shed which backs onto a lane and by removing a central wall. Does this need planning permission?

If the runs of new walling do not abut the highway — as your letter suggests — you can alter the shed in the manner which you suggest without applying for planning permission. We assume for this purpose that the property has not already been extended so as to use up the allowance under Class I of the General Development Order.

No damages for inconvenience

I had some double-glazed window units installed, the task being completed last June. However, in the preceding year, owing to mistakes of one kind or another, including failure of *the units to fit, we had visits* from three different surveyors, and generally suffered a lot of inconvenience. Was there not a recent High Court decision allowing a right to withhold a *proportional contracts price in* such circumstances?

We cannot find a case which would lend authority to the withholding of part of the purchase price in the circumstances which you outline. If the work was carried out negligently and so as to cause you damage, you would have a claim against the supplier, and could of course withhold an appropriate sum from the amount otherwise due on completion. However inconvenience of the kind indicated by you has not yet been brought into the heads of damage for which you could recover.

No watertight method

Referring to your reply headed House let to a company (September 20), could you please confirm that there is no water-tight method of obtaining possession of a residential property under the present legislation save only for non-payment of rent, and then only after lengthy litigation?

We agree that it is difficult to evolve a water-tight method of ensuring that a landlord can recover possession of property which would otherwise fall within the Rent Acts. Letting to a company should be coupled with stringent covenants against sub-letting and against use otherwise than for the company's licensees—but even then a breach of covenant by the company might defeat the scheme.

House tenants in common

My mother left the house in which I now live and she and I lived to my brother and myself, as tenants in common. It is valued at £7,500 with a tenant and £9,000 with vacant possession. Which of these figures applies to my brother's share? I am not in a position to pay him in cash. Can I be forced out? Can my brother take out a mortgage on the property without my consent? Can I offer to pay my brother his share in instalments? Am I protected by the Rent Acts?

Without knowing the full terms of your mother's will we cannot advise with certainty. It is however likely that the gift must be taken to be capable of being implemented by a sale with vacant possession, in which case you would have to pay half the vacant possession valuation if you wish to buy out your brother. You may be able to raise the necessary sum on mortgage (assuming that the house is at present unincumbered). If you were not paying rent to your mother during her lifetime you have no security of tenure—the Rent Acts do not apply. You can therefore be forced out for the purpose of realising the property's value by sale. You cannot insist that your brother accept payment by instalments, but if you obtain a loan on mortgage you can achieve a similar result. Neither of you can mortgage or charge the property without the other's consent unless one of you buys the other out.

Disclaiming a legacy

My sister and I expect to inherit a large block of shares in a private company from my parents. We would not expect to get much out of them in the way of directorships or *dividends, and we should be* neither able nor willing to raise enough funds to pay CTT. We doubt whether any other shareholder would be willing to buy at a reasonable price. Do you have any advice please?

Unless you can effect a sale of *the shares to other shareholders* in the company you may find it easier to disclaim the legacy. An alternative would be to invite your parents to alter their wills so as to leave a far smaller shareholding to you and the balance to other members of the company. Another alternative would be for your parents to negotiate a sale of the shares now, so that they could, if they so wish, use the proceeds to make annual gifts of say £500 each to you and your sister.

Non disclosure of assets

I live and work in the U.K. However during 1969 as a result of consultancy work overseas, I earned some money which I invested in a new Fund starting in Bermuda. Should I now bring the proceeds of a sale of these shares back to England, presumably I would collect the investment premium less the 25 per cent. However, do you think there is any form of penalty for nondisclosure of this overseas asset until now?

You appear to have been in breach of the exchange control regulations. Assuming that the investments involved are foreign currency securities, they should have been deposited with an authorised depositary in the U.K. Your failure to do so, however, would probably be regarded as only a minor fault, and you might be allowed to sell with benefit of the premium once you had taken the necessary action.

It also seems, however, that you may have earned the money which you used to buy the investment abroad while you were resident in the U.K. In this case, the funds should have been repatriated to the U.K., and a breach of this nature could be regarded more seriously. You might in this situation be required to make good the effective loss to the U.K. exchange reserves by buying investment currency to cover the value of the investment (which would be subject to negotiation) and then selling at the official exchange rate, thus losing the premium. You should certainly explain the circumstances to your bank.

Valuation of stamp and coin collections

BY JOHN PHILIP

ON MANY occasions I have written about the need for each policyholder to make a regular reappraisal of sums for which he insures his home and possessions—and clearly this year that reappraisal is necessary, even if it was made last year, simply because of the pace at which inflation has run.

Remember that with most home and "all risks" policies, which provide cover for a full 12 months from renewal, the sum or sums for which you insure at the start of the year ought to be sufficient to give enough headroom against inflation by the end of the year.

Under insured

This is because you do not know at what time in the year you will sustain loss, but that as losses are sustained all the year round, yours, if it comes at all, may come later rather than sooner, so that if you insure only with regard to present day values, when the time comes you may be substantially underinsured.

This problem of gauging present values and estimating how they will move in the next 12 months is difficult enough when one is concerned with everyday household goods, furniture, furnishings and so on. It is far mere intractable when one is insuring a collection, say, of coins or stamps, for demand, supply or rather scarcity, and condition, all play their part in value independently of inflation.

Some of you may have noticed an advertisement by a well known firm of stamp auctioneers, which has appeared frequently in the press in the last few weeks inquiring: "Would you like an investment that showed you 20.5 per cent. per annum?" and thereafter asserting first: "A random selection of 24 rare stamps taken from a well known catalogue showed that they had increased by an annual average of 20.5 per cent. over a 10 year period" and secondly "their 1975-76 season catalogue values increased by no less than 29.57 per cent. over the previous year."

Note the word rare—for there is no general indication that all other stamps have changed their values at the same pace. Indeed there is much evidence to the contrary. For example, the speculator who bought quantities of British commemoratives not in the early but the late sixties, will know that to-day he can sell only at 20 per cent. discount *from* face value—in truth his investment has halved in value in the last five years or so.

Which goes to show that there are stamps and stamps—just as there are coins and coins. So when you are insuring such property you cannot refer back to the purchase price or face value and assume by reason of time or inflation it is now worth a lot more—you must check through the current catalogues and have regard to what the majority of dealers are asking for such material, or where you have a very specialised or valuable collection, get an independent valuation.

'All risks' cover

"All Risks" cover for private stamp collectors is provided principally by Eagle Star and by Lloyd's Underwriters — most other insurers may provide policies for special customers, but none of them I think, makes a book of this kind of business. Eagle Star requires completion of a short proposal form which among other questions asks the proposer the sum for which he wishes to insure, and whether this is the proposer's own or an independent valuer's estimate of market value; no single item is deemed to be of greater value than £500 unless it is separately listed and fully described in the seven column schedule included in the proposal form.

Incidentally the final column of this schedule gives a positive clue as to the basis on which insurers pay claims, for the proposer is required to indicate the replacement value of each valuable item. Logically therefore replacement value must be the yardstick by which the propos[er] must estimate the value of [his] less valuable items, as also it [is] the basis on which insure[rs] indemnify policyholders af[ter] loss.

But of course replaceme[nt] may just not be possible eith[er] immediately or in the sh[ort] term and, for example, t[he] specialist collector who loses [his] collection may have to spe[nd] some years in building up [an]other: here the near certainty that insurers will pay the f[ull] sum insured, once they ha[ve] satisfied themselves throu[gh] their expert adjusters of [the] nature and quality of [the] material lost, stolen [or] destroyed.

In fact insurers employ [as] expert adjusters, rather t[han] their own claims staff, to han[dle] the vast majority of sta[mp] collectors' claims. Of cou[rse] the claimant can make his o[wn] and the adjuster's task m[uch] easier if he keeps a detai[led] record of purchases—da[tes,] dealers, auctioneers, ite[ms,] prices paid and so on: which [is] something, *I think, most seri[ous]* collectors do.

Eagle Star sets the sta[ndard] pattern for the whole of [the] market, and so anyone buy[ing] cover from another comp[any] should find attitudes to val[ue] and claims very much as I ha[ve] described—whether cover [is] "all risks" or under a m[ore] restricted home policy.

Coins and notes

I realise that I have c[on]centrated on stamps. To [the] best of my knowledge insur[ers] apply similar rules to the ins[ur]ance of coins and bankno[tes] when they are asked to prov[ide] cover—though I do not kn[ow] of any one insurer setting [out] to write a book of coin or ba[nk]note insurances: but perh[aps] one is already at work—an[d if] so, no doubt I shall hear of [it] before the week is out!

The Financial Times, published daily e[xcept] Sundays and holidays. U.S. subscr[iption] $190.94 (air freight) $391.?? (air mail) annum. Second class postage paid at [New] York, N.Y.

CAREERS AND EDUCATION

Exercises in frustration and unfairness

BY BRYAN WEBSTER

LET ME draw your attention to one of the latest activities of the Training Services Agency. This is taking young people out of the dole queues and giving them a basic course in industry lasting about 12 weeks. Meanwhile the youngsters are paid a small allowance and the company picks up a training fee of around £15 a week, depending on the expenses which the company incurs in the training.

In principle the scheme has merit. But in detail it could well become an exercise in frustration. The syllabus which, as an industrial personnel manager, I happened to see would give the youngster a smattering (and I mean a smattering) of engineering workshop practice—turning, milling, grinding, the use of hand tools. These are all classified as skilled jobs. Skilled jobs can be taken only by craftsmen. Craftsmen must serve a four-year apprenticeship and the union will not accept a dilution of skills.

So at the end of 12 weeks the trainees will have a skill that fits them only for a four-year apprenticeship. But there are no apprenticeships—that is why the youngsters are on the dole! Even if there were apprenticeships, how many of the trainees would pass the rigorous selection tests now applied by most companies? My experience tells *me that most would not.*

"But hold," training advisers and careers officers say, "is it not better that youngsters should be training for something rather than kicking about the streets? At least they will have been exposed to an industrial way of life." This is right. But there are better ways of doing it. I am sure most companies would be prepared to train young people in some of their unskilled and semi-skilled jobs, if they were given the opportunity to do so.

The powers-that-be, however, seem reluctant to allow this, presumably because firms may take advantage of the scheme to train a locally available pool of labour. But is that bad? Surely it is better to train someone in a job that might eventually become available rather than a job that almost certainly will not. And it would fulfil the major immediate need of taking the sting out of unemployment and giving young people an exposure to *industrial* working conditions.

This brings me to the broader question of the relevance of training and education to careers—or to life in general for that matter.

A while ago a neighbour was describing her training course to us. She had signed on as a nursery nurse and was engaged in a two-year struggle with the local education college. She quoted many examples of the irrelevancy of the course topics, but I remember only the most fatuous. For four weeks she ploughed through a series of lectures on the origins of surnames, and was at screaming pitch at the end of it. This example and others like it pose two questions. Are educational courses relevant to the people who attend them? Are they efficient in achieving their objectives?

Sharp end

For the past seven years I have been at the sharp end of industrial training. Throughout these years the Engineering Industry Training Board—now under the wing of the Training Services Agency, has progressively streamlined industrial training. Here is the Engineering Board's philosophy:

"Training is expensive. It is wasted if it is not grounded in a clear understanding of the requirements of particular jobs and of the needs of particular people." (The Training of Managers: Booklet No. 6. Preface).

This approach has had some remarkable results. Apprenticeships have been reduced from five to four years. Training times have been reduced by 50 per cent. over a wide range of jobs. Setters' training time in one telecommunications company was reduced from 72 weeks to 36. In another engineering company training costs of £10,000 were saved in the training of five people. It has been conclusively demonstrated that systematic training arising from an analysis of skills and needs *is much more effective* and much less expensive than giving everyone the same course whether they need it or not.

This is relevant to the nursery nurse I mentioned earlier. The woman in question was already a trained nurse and had successfully reared four children. Nevertheless throughout a dreary winter she travelled and trudged to a college 15 miles away to gain the qualification that allowed her to assist in a local nursery school. What did she really need — three months? It could not have been much longer.

It is at this point that someone doubtless will point to conventional wisdom and claim that education and training are not the same. There is some validity in that criticism but not enough to put education beyond examination. Even ignoring the fact that much of what goes on in our universities and polytechnics is indistinguishable from training, there is a need to question the efficiency of the education system.

Does it really achieve its objectives—whatever they are? Does it achieve them within the shortest time at low cost? Does it really take three, four or five years to develop the mental powers of people who have already experienced 13 years of schooling?

Throughout the long wrangle over government cuts these questions are being avoided. They are embarrassingly direct and politically dangerous. But sooner or later they must be faced, otherwise Parkinson's Law will take over. The syllabuses will expand to fill the time created for them. And the cost will expand in proportion. That small proportion which is effective in present courses will diminish even further and more time will be spent on what is ultimately forgotten.

Fortunately there are some educationalists who recognise the value of less time-consuming methods of learning. The in-service training of teachers, the post-experience courses of the business schools and to a lesser extent the technical sandwich courses at the polytechnics are examples of what can be done. Perhaps this is the one area of education that should be expanded.

Meanwhile the industrial youth will continue to learn his job quickly and efficiently and finds ways of completing his education by making what he can of his experience.

Alliance

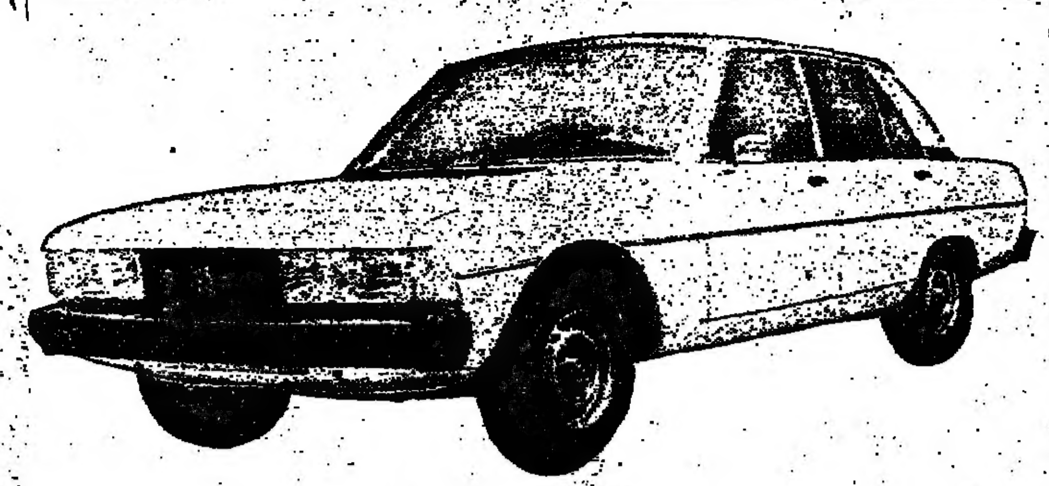
Here I remember a recent radio broadcast in which an official of the National Union of Students called for a militant alliance of students, teachers and workers to force the Government to change its mind about curbing education spending. What he was really asking was that the educationally privileged should be supported in their indulgence by the educationally deprived.

It is becoming steadily clearer to me that the present economic stringency will never be fully relieved and we shall have to be content with less. From now on, each item of social expenditure will need to be justified in terms of benefit to the community as a whole. It may seem unenlightened to propose that courses could be shorter or that we could survive quite comfortably with less education.

But the cutting of a year from a proposed four-year course is far less injurious than cutting off aid to the homeless, the crippled, the mentally sick, the retarded, and the otherwise deprived. Theirs is often a lifetime of short-measure from society and few of them are ever able to graduate to something better. Yet at present there seems a distinct danger that their claims will be silenced by the articulate clamour of those whose needs are a lot less urgent.

هكذا من الأصل

Motoring



An impressive Peugeot

BY JAMES ENSOR

OR A LONG TIME, the Euro-ɔean luxury car market has been dominated by just two umes, Mercedes Benz and ıguar. Others have tried to oduce equally good cars, but ıve failed for one reason or ıother.

Now, however, this dominance likely to be seriously chal-ɔged for the first time. BMW, ɔver and Lancia all have new rs on the stocks for announce-ent next year which are likely be very real alternatives to e well-established pair. And ıugeot has its 604, the first ally well-designed luxury car be produced in France for a ry long time.

At £4,600 for its manual ver-ɔn without sunshine roof, the ıugeot 604 is not an expensive r, costing less for instance ɔn the Jaguar XJ 3.4, Volvo ı, BMW 525, or Mercedes 250 of which offer roughly the ne performance and accom-ɔdation. Peugeot, of course, s never produced a car in this ce category before, but its ı saloon has become Europe's st-selling two-litre petrol car, ich augurs well for the 2.7-re 604. While driving the ı, I tried to put it in the ɔpropriate context of the ropean luxury car market.

styling, of course, is niniscent of BMW, with the ıventional shape and under-ted and unembellished body-rk. Its handling and per-mance, too, have something a BMW feel, perhaps ause it uses the same ZF ver-assisted steering.

ıut the smoothness and etness, which are the strongest features of the Peugeot, undoubtedly bring to mind the Jaguar. It has the same lack of fuss, the lack of engine noise and the smooth ride which make the Jaguar such a relaxing car to drive fast on long journeys.

The engine, a 2664cc V6 of Peugeot design, which is built jointly in a new plant by Peugeot, Renault and Volvo and used by all three, is probably the most outstanding six-cylinder engine available on the market to-day. It is certainly much quieter than the BMW 2.8 litre engine, though admittedly it does not produce the same power, being rated at 136 b.h.p. And neither Mercedes nor Jaguar have quite the smoothness of this engine.

Refined

It is interesting to note, how, starting with the same engine and many of the same components, the three companies have produced three totally different cars. The Volvo is impressively rugged and durable, with its safety-conscious engineering and its heavy guage metal. The Renault is sporting and responsive, with front wheel drive handling, very soft suspension and low, fastback looks. But the Peugeot is refined.

Consistently in this car, as with the smaller 504, one found the speedometer recording speeds that just did not agree with one's own sense of speed, derived from wind and engine noise. The Peugeot is an exceptionally quiet car, at least up to 70 m.p.h. cruising speeds, where its highly geared engine is turning over at barely half speed. The engine is flexible, too, so that one can pull away from 20 m.p.h. in top gear, making gear changing a little less frequent than in some other models.

The manual gearbox is good, though not as good as BMW's, and the steering is precise and light with enough feel to make driving a pleasure. I should have liked the car better with direct steering, but at least the power steering provides more warning of what is going on at the tyres than Jaguar's. The headlamps, an outstanding feature, make night driving as easy as day, helped by the soft lighting of the instrument panel—an idea copied from BMW.

The fuel consumption is good. I achieved 21-22 m.p.g. in some fairly fast driving, against 18 m.p.g. in the Volvo and 25 m.p.g. in the Renault—which shows just how much body weight and aerodynamics affect fuel economy.

With its cloth seats—leather is optional and not worth the extra money in my view—the 604 is very comfortable, even on a long journey when one is tired which is the best test. The instrumentation and dashboard follow Peugeot's traditional pattern and seem a little cheap for such a car—certainly Mercedes and Jaguar offer a more solid and expensive looking appearance. But they work well enough and my only serious criticism was of the catch on the glove compartment, which released itself over every bump, allowing the lid to fall open.

Golf

Australia's promising young players

BY BEN WRIGHT

THE VICTORY of a 34-year-old amateur golfer, Tony Gresham, in the New South Wales Open Championship last Sunday evening at Manly Golf Club, Sydney, was as brilliant as it was unexpected.

Front runners are infrequent major tournament winners at the best of times. But for an amateur to take the lead in the second round of this $A25,000 tournament and hang on to win by a single stroke was a startling achievement that has fired the imagination of all golfers on this increasingly golf-mad continent.

Such a triumph is also a marvellous tonic for the game at all levels. And incidentally, the eventual stroke for stroke duel between Gresham and his countryman Billy Dunk, who recently won a major professional tournament in Japan, made for marvellous television as this pair, playing apart at the rear of the field, pulled steadily away from all their rivals.

Great feat

The magnitude of Gresham's feat can best be emphasised by the fact that the moustachioed amateur returned a 13-under-par total of 275 (66, 69, 69, 71)—par at Manly is 72— in cold, gusty breezes that swirled among the many beautiful trees and shrubs and made distance judgment extremely difficult.

Yet Gresham's winning score was only one shot worse than that of Jack Nicklaus when the great man won the 1971 Dunlop International Tournament on the same course with Gresham as his caddy.

Interestingly enough two youngsters also in the narrowly defeated Australian team on that occasion, Noel Ratcliffe, now 30 years old, and Michael Cahill, now 23, who are recent recruits to the professional ranks, finished on 284 (10th) and 285 (11th) respectively at Manly to earn good money.

The strength of Australia's potential, both amateur and professional, can also be gauged from the fact that another amateur international, Peter Healand, tied for fourth place with the much travelled young American professional Bill Brask on 281. Another trainee professional—as assistants are called here—Rodger Davis, aged 24, tied for sixth place on 283, despite a miserable last round of 77.

Poor Davies, a future super-star in the making if my judgment is not severely mistaken, whose long flowing swing is usually blessed with the most pleasing rhythm, lost the latter for a fatal spell in the middle of his final round when tying for the lead at that stage at 10 under par with Gresham and Dunk.

Davis hooked his drive out of the golf course and up the road alongside the 10th hole to run up a three over par seven, and then hooked his drive into the creek at the 13th hole to take six at this difficult 425-metre par four.

Davis, who has won nine out of 12 trainee tournaments this season—Ratcliffe won the other three—and took the 72-hole trainee championship by the astonishing margin of 18 shots, is certain to become a power in Britain and Europe, as have his compatriots like Jack Newton, Bob Shearer and Ian Stanley in recent years, as soon as he chooses his moment.

Local prospect

Cahill, who reached the final day at Carnoustie on his first trip to Britain for this year's Open Championship is by far the biggest and strongest of this country's new breed of young golfing lions. But Gary Player, who arrived here on Tuesday from Japan for this week's Wills Masters Tournament at Victoria Golf Club, regards the much smaller in stature local prospect Trevor McDonald as the most promising of all.

In a practice round alongside the great South African on Tuesday afternoon, McDonald was visibly shaking in his spiked shoes in the early stages. But he soon had Player nodding his head in appreciation as he calmly holed the course, playing its full length of 6,830 yards after many inches of recent rain, in 65 shots against the par of 72.

But back to Gresham's thrilling victory. This extremely cool customer shared the microphone for the first three-quarters of an hour of the telecast on both Saturday and Sunday before casually walking to the first tee. But when he walked on to the fifth tee on Sunday afternoon and saw that Davis, playing in front of him, had already nullified his two-stroke lead at the start of the round, and was sharing the lead with him at 11 under par, for once Gresham lost his ice-cool composure.

He topped his drive so badly—Gresham confirmed later that the ball had bobbled a mere 30 yards—thankfully straight, and dropped only one stroke to par. But it must have been one of the worst ever strokes played by a tournament winner.

To his lasting credit Gresham pulled himself together to reel off four successive birdies from the ninth hole onwards, never requiring a putt of more than 12 ft. to achieve them. Davis's sad demise meant that Dunk was now the only danger, and a considerable one at that. After chipping in for an eagle three at the ninth hole this brilliant, bespectacled and cheerful little man rushed at Gresham with marvellous birdies at the 12th, 14th and 16th holes. His wonderful three wood tee shot at the par three 14th—189 metres straight into the wind—pulled up six inches short of the hole.

Fatal hook

Meanwhile Gresham had missed a short putt to drop another shot at the 13th hole. But as Dunk fatally hooked his drive under the lip of a bunker at the 17th, and had to play out sideways, Gresham holed a huge putt down and across the slope from the back of the 15th green for the decisive birdie, and could afford the luxury of dropping a stroke at the 165-metre final hole. Having missed the green to the right, Gresham contented himself with pitching over a bunker to the edge of the green for a safe four—this was no time for foolhardy heroics and the chip that flops into the sand at your very feet.

Bridge

Attention to detail

BY E. P. C. COTTER

MY TWO examples to-day occurred in rubbers of better than average standard. In the first deal the declarer failed to make his contract because he missed a significant clue:

N.
♠ K Q 5
♥ A Q 7 4
♦ 6 5 2
♣ J 7 6

W.
♠ J 10 9 8 3
♥ J 5 2
♦ 9 7 3
♣ A 5

E.
♠ A 4
♥ 10 9 8 3
♦ Q J 10 4
♣ 8 3 2

S.
♠ 7 6 2
♥ K 6
♦ A K 8
♣ K Q 10 9 4

South dealt at game to North-South and opened the bidding with one club, North replied with one heart, and raised South's rebid of one no trump to three no trumps, which became the final contract.

West made his natural lead of the spade Knave, dummy's Queen was played, and the Ace won. East returned the four of spades, West's eight was allowed to win, but a third spade drove out the King to clear the suit.

The declarer now led the six of clubs from the table, putting up the King. West took his Ace at once and defeated the contract with his two winning spades.

North, somewhat aggrieved that his 12 points had proved inadequate, asked his partner why he had not rebid two clubs, which would have allowed the no trump contract to be played by North.

While it is true that, with North as declarer, three no trumps is unbeatable, it was not failure to steer the contract into the right hand that lost the game, but the declarer's failure to draw the right inference from the bidding. If West is assumed to hold a five-card suit to the A J 10, he surely cannot have the Ace of clubs as well. Otherwise at favourable vulnerability he would have made an overcall of one spade.

So either he has five spades to the A J 10 without the club Ace, or five spades to the J 10 with the possible addition of the club Ace.

If the declarer plays a low card from the table at trick one, he caters for both possibilities. West's Knave wins, and the suit is continued—there is nothing better—East wins, but has no spade to return. He switches to diamonds, but South wins, sets up clubs, and gets home easily.

The second hand was dealt by North at game to North-South:

N
♠ J 4 2
♥ 7 6 5
♦ K J 10 9 3
♣ J 7

W
♠ K 9 8 7 6 3
♥ J 9 8 3
♦ A 7 5
♣ —

E
♠ 5
♥ A Q 4
♦ 6 2
♣ Q 10 9 8 6 4 3

S
♠ A Q 10
♥ K 10 2
♦ Q 8 4
♣ A K 5 2

After a pass from North, East pre-empted with three clubs, and South doubled. North said three diamonds, and South tried three no trumps, which was passed all round.

West led the seven of spades which South was careful to win with his Queen. Diamonds were played, East petering to show his doubleton, and West won the third round. He had to play a heart and led the three, which East won with the Ace.

Now the declarer, who had a pretty good idea of the unseen hands, unblocked by playing his ten of hearts. He took the Queen which came next, and continued with the two. If West won, he could make two hearts, but would have to give dummy the lead with a spade. Similarly, if East was left on play, he would have to let dummy in with the knave of clubs. A lovely double endplay.

Notice what would have happened if declarer had not jettisoned his heart ten. He would win the second heart, but when he led the ten, West would have allowed him to hold the trick. And now it was South who would have been endplayed, ending up one short of his contract.

South saved the day by his attention to detail.

Travel

Shopping in and around Europe

BY SYLVIE NICKELS

A FEW Christmases ago, I tried to bring in a very small and very rootless spruce tree from the Swiss forests. A nice customs officer told me sadly that I should need a permit from the Ministry of Agriculture, to whom I then applied.

Their cool reply duly drew my attention to a sub-clause in a sub-section of a certain Act, prohibiting such an import and making me responsible for the destruction of the object.

A postcard to the nice customs official offering the price of a box of matches was never answered—and I only hope that my tree went to a local hospital.

Of course, one ought to check the regulations. So recently, I rang HM Customs and Excise who referred me to the Import Licensing Branch who referred me back to HM Customs and Excise, who recommended perusal of the Post Office Guide.

Diligent search through the latter produced the advice that these regulations were contained in Part 2 of HM Customs and Excise Tariff available from HMSO or any bookseller. It is not easy to be a law-abiding citizen.

However the most import prohibitions (dangerous drugs, counterfeit coins, flick knives, uncooked meat) and restrictions (plants and bulbs, firearms, certain live animals) are given in Customs Notice No. 1, available from points of entry into Britain, and many travel agents.

This also lists the duty-free allowances applicable to travellers from EEC and non-EEC countries. The cost of these, incidentally, can vary enormously; for example, this year I have paid from £1-£2.60 for 200 cigarettes. The price of so-called duty-free spirits, too, is sometimes barely worth the effort of toting the bottle around, and it is often far better to buy local wines or liqueurs instead.

Shopping can be one of the more pleasant occupations of any journey, and the enormous range of low-cost short-break packages and mini-cruises this winter means that you can buy your Christmas presents almost anywhere from the Arctic Circle to Africa or Asia's borders.

One of the largest selection of short-break packages comes from Thomson Holidays (Greater London House, Hampstead Road, London NW1 7SD) whose offers include three-night week-ends in Prague from £59-£67; Vienna (£49-£58); Madrid (£45-£50); Moscow (£49-£65), the price depending on departure date and covering half board for Prague, full board for Moscow, and b. and b. for the others.

Scantours (8 Spring Gardens, Trafalgar Square, London, S.W.1) have three-night arrangements in Helsinki throughout the winter at from £68 (room only). Paris Travel Service (Bridge House, Ware, Herts.) offer every possible combination of duration, season and mode of travel to the French capital, starting with an incredible low of £19 for a two-night stay, with air travel, for departures in November and February. Time Off (2a Chester Close, Chester Street, London, SW1 7BQ) have a similar selection to Common Market centres such as Paris, Amsterdam, Brussels.

Pegasus Holidays (2 Lower Grosvenor Place, London SW1 0EG) have a range of three and seven night trips to European cities including some more unusual ones, such as Lugano, Florence and Naples.

Surprise Weekends are their special feature at a remarkably low cost of £49 for a three-night arrangement, paid in full at the time of booking (at least 15 days before departure); the departure date is guaranteed, but the destination—if possible, one of three of your choice—is only revealed 10 days in advance.

Perhaps the best shopping city of all, not for its prices but for its weather-proof charm, is Berne, whose ancient arcades defy all climatic hazards and make this one of the prettiest of European capitals. As a bonus, you have the white magnificence of the Bernese Oberland peaks on the horizon. Three-night packages by Victory Tours (54 High Street, Shaftesbury, Dorset) cost around £45, with direct scheduled flights by Dan-Air.

What to buy when you get there? One tour operator quite rightly recommends Tunisia for its kaftans and curly-toed sandals. True, the number of occasions when most of us can wear either is fairly limited; but they make excellent presents for people with the right shape and/or personality.

Buying materials abroad can be profitable; having them made up abroad is not always successful unless you have a personal recommendation. My suede jacket delivered to the hotel in Istanbul within 24 hours (and just before departure) never did look quite right, though it was a third of the price I would have paid at home.

Knowing what you want in advance does give purpose to the exercise, but has pitfalls. I once spent a lot of time scouring the south of France for a hand-operated wooden coffee grinder, only to find the French suffer from mechanisation mania, too. I eventually found one in Cambridge! Antique shops can be good sources for such out-dated items, which have local charm as well as practical or aesthetic value.

Markets are always rewarding. Winter even gives them a special quality in places such as Helsinki, where booted and befurred stallholders stamp their feet in the snow, the nearby sea is frozen into immobility and the whole scene is like an animated charcoal sketch. Good buys here are excellent, hard-wearing rag carpets, beautifully hand-woven linen, and a whole range of wooden utensils that vanished from our own markets long ago.

Your week-end £: Austria 37, Belgium 81, France 8.92, Italy 1,515, Greece 66.75, Spain 122, Switzerland 5.38, U.S. 2.0625. Source: Thomas Cook.

Trevor Humphries

Royal Delft china and antiques for sale in a shop in Edam, Holland.

Gardening

Conserving wild and rare plants

BY A. G. L. HELLYER

A FEW DAYS ago a friend who is writing a book about town gardening asked me whether I thought it would be good idea to include a chapter on gardens of wild flowers and of scarce garden flowers that are in danger of becoming extinct.

Both ideas interested me greatly since for some time I have been working on a list of just such garden plants and British wild plants have always been one of my side interests as I imagine they are of a great many gardeners. But the two ideas, though they may seem related, are in fact quite distinct and involve totally different considerations.

Protection

Garden varieties owe their existence almost entirely to gardeners and without their care usually disappear fairly quickly. The peculiarities of colour, form, habit or whatever it may be that has made them specially desirable are seldom of a kind to help them in nature's competitive struggle for existence and so they need constant protection from competition that would otherwise overwhelm them.

In consequence if an old garden plant is really worth keeping there is every reason for asking gardeners to give a hand in preserving it. The real difficulty here is to determine what is worth the effort and what is not.

Many garden varieties have a short life because there is really no good reason for wanting to retain them. Some are too much alike, others have weak constitutions or a fatal susceptibility to certain diseases. There need be no regret that after a few years of trial there is no further demand for them and they drop out of cultivation, and therefore of existence.

But there are some old plants that for one reason or another should be preserved if only in small numbers. They may have a unique beauty like the old double crimson primrose, Madame Pompadour, or they may have unique historic interest, like the rose Trier, the variety which the Rev. J. H. Pemberton used so much in the production of his so-called "hybrid musk" roses; or they may still have potential breeding value, as that rose certainly had half a century ago.

So for a year or so I have been trying to compile a register of old garden plants that ought not to be allowed to disappear and if some of those desirable old plants can be kept going in gardens, small or great, town or country, I am all in favour of it.

The situation with wild plants is totally different. By definition these are plants that are not normally dependent on man's assistance for survival. When they become very scarce in the wild it is sometimes because man has tampered with their natural environment in such a way as to make it no longer tolerable and then the most likely way to conserve them is to put things right in the places to which they have adapted themselves through aeons of evolution.

A danger

Certainly it would be unlikely that indiscriminate collection of plants, or even of seed, by amateur gardeners with the idea of keeping them alive in gardens would be of any help at all. It might be just the way to deliver the coup de grâce.

Yet one cannot be dogmatic even about matetrs such as this. Less than 150 years ago Cupressus macrocarpa and Pinus radiata were reduced to a few tiny colonies in California and might then have been supposed to have lost the battle for existence and to be on the verge of extinction. But their value as windbreaks in exposed localities was recognised, they were propagated for forestry, agricultural and garden use and they have become abundant in many parts of the world directly as a result of man's intervention.

For totally different reasons another tree that was actually believed to be extinct is enjoying a new lease of life. The dawn redwood, Metasequoja glyptostroboides, discovered in a remote Chinese valley in 1941, has not yet exhibited any great utilitarian use, but it is such a beautiful and fast growing tree that it is being planted for ornament in gardens in many parts of the world. There must already be far more plants in cultivation than in the wild.

So gardeners can help to preserve wild plants as well as cultivated plants, but they should do it under expert guidance, remembering that as the result of a recent act of Parliament it is now illegal to dig up or even pick some scarce species.

For those (and I am sure they are the majority) who have simply acquired an interest in wild plants as a result of their interest in cultivated plants there are plenty of good books to guide them in their observations.

The latest to reach me is devoted to the wild flowers of the Channel Islands, though you might not guess this from its title which is simply "The Wild Flowers of Guernsey" (Collins £4.75). But though the author, David McClintock, has based his work on Guernsey, which he has been visiting frequently ever since the end of the war, he has not neglected the other islands, Jersey, Alderney, Sark and Herm, and gives cross references to them whenever a Guernsey plant grows in one or more of them, which is very frequently.

Guernsey lily

He even finds time to write about garden flowers that succeed specially well in the islands and gives four or five versions of the Guernsey lily story to which I referred last week.

What I find most interesting here is that a lady named Mary Dobree found this nerine growing wild in a Guernsey highway in 1703/4 and that 22 years later her father was despatching 1,300 at a time in bloom to friends in England. No suggestion here that Nerine sarniensis is shy-flowering and slow to increase.

Economic Diary

MEETINGS of the TUC-Labour Party Liaison Committee and the TUC finance and general purposes committee take place on Monday at Congress House.

Other events and statistics next week include:

SUNDAY—National Savings monthly progress report (Sept.).

MONDAY—House of Commons debate on National Health Service. Dr. John Gilbert, Transport Minister, and Mr. Richard Marsh, chairman British Rail Board, inaugurate new freight computer, British Rail Board.

TUESDAY—Sir Ralph Bateman, president of the CBI, speaks at Northern Regional annual dinner, Newcastle.

WEDNESDAY—TUC general council meets. Mrs. Barbara Castle, Secretary for Social Services, opens North West Health Authorities conference, Blackpool. Housing starts, completions and grants (Sept.). Slum clearance (3rd qtr.).

THURSDAY—Dr. David Owen, Minister for Health and Social Security, at Royal Society of Health meeting, Royal Westminster Hotel. Bricks and cement production (Sept.). Energy Trends publication. Department of Employment Gazette will include figures for employment in production industries (Aug.); overtime and short-time working in manufacturing industries (Aug.); and stoppages of work due to industrial disputes (Sept.).

FRIDAY—CBI economic situation committee meets. Mrs. Margaret Thatcher, Conservative Leader, in Birmingham. Construction new orders (Aug.).

ENTERTAINMENT GUIDE

OPERA & BALLET

COLISEUM. 01-836 3161. ENGLISH NATIONAL OPERA Tonight 7.30 La Traviata: Tue. 7.30 The Seraglio: Wed. & Fri. 6.30 War and Peace: Thur. 7.30 La Boheme.

COVENT GARDEN. 240 1066 THE ROYAL BALLET Tonight & Wed. 7.30 Four Schumann Pieces. The Two Pigeons. Mon. & Thur. 7.30 Swan Lake. Some seats available Tonight & Wed. THE ROYAL OPERA Tue. 7.30. Il barbiere di Siviglia. Fri. 7 Carmen. Seats avail. Tue.

SADLER'S WELLS THEATRE. Rosebery Ave., E.C.1. 837 1672. (Recorded booking information: 278 5450). HANDEL OPERA SOCIETY Tonight & Wed. 7.30 ALCINA Tue. & Thur. 7.30: SEMELE

THEATRES

ADELPHI THEATRE. 01-836 7611 Evgs. 7.30. Mat. Thur., Sat. 3.0 JEAN SIMMONS ANGELA BADDELEY JOSS ACKLAND in A LITTLE NIGHT MUSIC "Music that ravishes the senses, a show kissed with genius." Guardian Seats available for Matinee to-day

ALBERY. 836 3878. Mon. to Fri. at 8. Sats. 5 and 8.15. Mat. Thurs. 3. WENDY HILLER MICHAEL ALDRIDGE LIES! A new play by Trevor Baxter.

ALDWYCH. 836 6404. (Royal Shakespeare Company) Recorded booking info. 836 5332. Evgs. 7.30, mat. Wed. and Sat. 2.30. Bernard Shaw's TOO TRUE TO BE GOOD LIMITED 5 WEEK SEASON. BOOK NOW!

AMBASSADORS. 01-836 1171-3212. Evs. 8.00. Sat. 5.30 and 8.30. Tues. 2.30 HAPPY AS A SANDBAG New Hit Musical by Ken Lee. "Delightful. Don't miss it." D. Exp.

ARTS THEATRE CLUB. 836 3334. Great Newport St. (adj. Leic. Sq. Underground). Instant temp. membership available 15p. Evening Tue. to Sun. at 8.00. ANNIE ROSS. MIRIAM MARGOYLES KENNEDY'S CHILDREN "A blockbuster." Clive Barnes. NY Times

CAMBRIDGE THEATRE. 836 6056 Michael DENISON, Derek GRIFFITHS THE BLACK MIKADO "THE BEST MUSICAL OF 1975." S. Times. Evgs. 8.0. Wed., Sat. 5.0. 8.15

COMEDY. 930 2578. Evgs. 8.00. Sats. at 5.30 and 8.30. Matinees Thur. 3.00. "The delectable HAYLEY MILLS." D.T. FRANCIS MATTHEWS. LEIGH LAWSON "Samuel Taylor's joyous comedy." E.N. A TOUCH OF SPRING "Effervescent direction by Allan Davis." "THE AUDIENCE were WEAK with LAUGHTER." Fin. Times. "THE FROLIC IS SUCH FUN." Evg. News.

CASINO. 437 6877. Opens Dec. 16. DANNY LA RUE In a New Family Xmas Show QUEEN DANNIELLA

CRITERION. 930 3216. Evgs. 8.15. Mats. Thu. Sat. 5. Season extended. Tom Stoppard's ROSENCRANTZ AND GUILDENSTERN ARE DEAD.

DRURY LANE. 836 8108. Evenings 7.30. Matinees Wed. and Sat. 2.30. MICHAEL CRAWFORD in BILLY A NEW MUSICAL "MICHAEL CRAWFORD A WHOPPING WONDERFUL STAGE STAR." News of the World. "HE AND HIS SHOW ARE A TREAT." Sunday Express.

DUCHESS THEATRE. 836 8243. Evenings 8.00. Fri., Sat. 6.15 and 9.00. OH! CALCUTTA! NOW IN ITS 6th YEAR "Breathtakingly Beautiful." S. Tel. "The Nudity Is Stunning." D. Tel

DUKE OF YORK'S. 836 5122. Last perfs. Tonight 5 and 8.30. BERYL REID "Measureless Joy" HARRY H. CORBETT "Performance to treasure" KENNETH CRANHAM In JOE ORTON'S COMEDY ENTERTAINING MR. SLOANE

DUKE OF YORK'S. 836 5122. Reduced price previews from Wed. at 8. Opens Nov. 3 at 7. Subs. 8. LESLIE PHILLIPS ROY KINNEAR In a new comedy ROGER'S LAST STAND

FORTUNE THEATRE. 01-836 2238 Last perfs. today 5.30 & 8.30 YOUR LAST CHANCE TO SEE SLEUTH "THE BEST THRILLER EVER." New York Times. 6th GREAT YEAR

FORTUNE. 836 2238. Nov. 6 at 7.00. Subs. 8.00. Fri. and Sat. 6.30 and 9.00 From America THE CHARLES PIERCE SHOW Reduced Price Prevs. Oct. 31. Nov. 3. 4 & 5 at 8.00. Sat. Nov. 1 6.30 & 9.00.

GARRICK. 836 4601. Evenings 8.15. Mat. Wed. 3.00. Sat. 6.00 and 8.40. RICHARD BRIERS "Marvellous." Gdn. ABSENT FRIENDS "ALAN AYCKBOURN'S FINEST FUNNIEST PLAY." H. Hobson, S. Times

GLOBE THEATRE. 437 1592 BEST PLAY OF THE YEAR Evening Standard Drama Award RONALD PICKUP in THE NORMAN CONQUESTS by ALAN AYCKBOURN TABLE MANNERS Today 5.30. Tu. Th. 8.15; LIVING TOGETHER Tnt. 8.30. Wed. 3.0. Fri. 8.15; R'ND & R'ND THE GARDEN Mon. Wed. 8.15.

GREENWICH THEATRE. 01-858 7755. Evenings 8.00. Mat. Sat. 2.30. Noel Coward's THE VORTEX

HAYMARKET. 930 9832. Evgs. 8. Sat. 5 & 8.15. Mats. Wed. 2.30. "HERBERT LOM TRIUMPHS. A superlative performance." E. News. NIGEL STOCK in William Douglas Home's new play BETZI "Good humour and tigerish wit." D. Tel.

HER MAJESTY'S. 930 6606. Evgs. 8.0. Mat. Wed. 3.0. Sat. 5.0 and 8.30. Richard JOHNSON. James SMILLIE Dilys HAMLETT, Caroline VILLIERS In London's Beautiful New Musical THOMAS AND THE KING

KING'S ROAD THEATRE. 352 7488. Mon. to Th. 9.00. Fri., Sat. 7.30. 9.30. THE ROCKY HORROR SHOW "BEST MUSICAL OF THE YEAR." Evening Standard Drama Award

LYRIC 01-437 3686 Previews today 5.0 & 8.30. Mon. 8.0. Opens Tues. 7.0. Subs. Evgs. 8.0 Mat. Wed. 3.0. Sat. 5.0 & 8.30. JOAN PLOWRIGHT. HELEN MIRREN. PETER McENERY. JOHN MOFFATT. FRANK GRIMES in ANTON CHEKHOV'S THE SEA GULL Directed by LINDSAY ANDERSON

MAYFAIR THEATRE. 01-629 3036. Evenings 8.15. Sat. 5.30 and 8.40. BILLIE WHITELAW. BARBARA FERRIS and DINSDALE LANDEN in ALPHABETICAL ORDER "Michael Frayn's comedy is a delightful experience." Evening Standard.

NEW LONDON. 01-405 0072. Tonight at 8.0 and Extra 4 Perfs. Fri., Oct. 31, Nov. 7, and Sat. Nov. 1 and 8 at 8.0 BRUCE FORSYTH In his own "one-man" laughter show.

OLD VIC. THE NATIONAL THEATRE. 928 7616. Redcd. price Prevs. Today 2.15. Tont. Mon. Tue. 7.30. Opens Wed. 7.0. Thurs. 2.15 & 7.30. PLAYBOY OF THE WESTERN WORLD by J. M. Synge Friday at 7.30: The MISANTHROPE Some seats held for sale day of performance from 10 a.m.

PALACE. 437 6834. Mon. to Th. 8.00. Fri. and Sat. 6.00 and 8.40. JESUS CHRIST SUPERSTAR

PALLADIUM. 437 7373. Evenings 7.30. Mats. Wed., Sat. 2.45. LAST 2 WEEKS OF TOMMY STEELE In LONDON'S MOST BEAUTIFUL MUSICAL HANS ANDERSEN MUST END NOVEMBER 1 Seats NOW THEATRES AND AGENTS.

PALLADIUM. 01-437 7373. Opens Dec. 17 at 7.0. Subs. Daily 2.45 and 7.30. LULU. RON MOODY RACHEL GURNEY In PETER PAN

PHOENIX. 836 8611. Mon.-Thurs. 8. Fri., Sats. 5.15 & 8.30. Bristol Old Vic. Musical Story of Great Gilbert and Sullivan Partnership TARANTARA! TARANTARA! "Shining Gem." D.M. "This delightful Show." E.N. "Full of life and wit." S.T.

PICCADILLY. 437 4506. Mon.-Thur. 8. Fri., Sat. 6. 8.40. KWA ZULU "Probably the most compulsively enjoyable musical show in London." F.T. "A Joyous occasion indeed." Sun. Exp.

PRINCE OF WALES. 01-930 8681. Evgs. 8.0. Fr., Sat. 5.30 and 8.30. HARRY SECOMBE "Lovable clowning, excellent singing." D. Mir. In THE PLUMBER'S PROGRESS

QUEEN'S. 01-734 1166. Evenings 8.00. Mats. Thurs. 3.0. Sat. 5.30 and 8.30. ALAN BATES in OTHERWISE ENGAGED A new play by SIMON GRAY Directed by HAROLD PINTER

RAYMOND REVUEBAR THEATRE. 734 1593. At 7 p.m., 9 p.m., 11 p.m. PAUL RAYMOND presents THE FESTIVAL OF EROTICA '75

REGENT. 323 2707. Evenings 8.30. Fri. and Sat. 7.00 and 9.15. 2nd YEAR OF SENSATIONAL STAGE SHOW OF THE '70s LET MY PEOPLE COME AN ADULT MUSICAL "Never a dull moment." Evening News. 100 tickets held for sale at door.

ROUNDHOUSE. 267 2564. Evgs. 8. Sats. 5 and 8.30. Thur. 2.30. PROSPECT THEATRE COMPANY PILGRIM "... Better and more exciting than Godspell. See it!" Evg. News.

ROYAL COURT. 730 1748 Evgs. at 8. Sats. 5 and 8.30. MICHAEL HORDERN / CONSTANCE CUMMINGS STRIPWELL by Howard Barker "Superb performance by Michael Hordern." FT. "Highly entertaining" Gdn.

MERMAID. 248 7656. Food 248 2835. Opens Mon. 7.0. Subs. Evgs. 8.15 (Red. price prev. tonight 8.15) FARJEON REVIEWED A musical tribute to England's wittiest revue writer Herbert Farjeon. SEATS FROM 75p TO £2.50 OR COMBINED DINNER AND THEATRE TICKET FOR £4.95.

YOUNG WRITERS' FESTIVAL. Theatre Upstairs. Until 8 Nov. Today 2 p.m. Double Dragons. Ton't. 7.30 Bunch of Five. Plays.

ST. MARTIN'S. 836 1443. Evenings 8.00. Mats. Tues. 2.45. Sats. 5.00 and 8.00. AGATHA CHRISTIE'S THE MOUSETRAP World's longest-ever run. 23rd YEAR.

SAVOY. 836 8888. Evenings at 8. Mats. Wed. at 2.30 and Sat. at 8.00. Barbara MULLEN and Derek BOND in AGATHA CHRISTIE'S MURDER AT THE VICARAGE

SHAFTESBURY THEATRE. 01-836 6596. Evgs. 7.30. Matinees Wed., Sat. 3.00 ARTHUR LOWE. JOHN LE MESURIER. CLIVE DUNN in DAD'S ARMY "Funny and touching ... total artistic success." Sunday Times.

SHAW. 01-388 1394. Evenings 8.00. FURTHER ASPECTS OF MAX WALL

STRAND. 836 2660. Evenings 8.00. Mats. Thurs. 3.00. Sat. 5.30 and 8.30. JEAN KENT RICHARD CALDICOT. ANDREW SACHS NO SEX PLEASE, WE'RE BRITISH Directed by Allan Davis. LONDON'S LONGEST LAUGH. 5th YEAR

TALK OF THE TOWN. 01-734 5051. From 8.15. Dining and Dncg. at 8.30 New Revue, Sweet Temptation & at 11 p.m. Cleo Laine. Opening Monday next: ROY CASTLE

VAUDEVILLE. 01-836 9988. Evgs. 8.00. Mat. Tues. 3.00. Sat. 5.30. 8.40. AMANDA BARRIE. PAUL EDDINGTON in ALAN AYCKBOURN'S ABSURD PERSON SINGULAR Best Comedy of Year, E. Std. Award '73. LAST TWO WEEKS.

VAUDEVILLE. (836 9988). Opens Nov. 5 7 p.m. Subs. 8. Sat. 5 and 8. Tue. 2.45 Margaret LOCKWOOD Paul DANEMAN and Barrie INGHAM DOUBLE EDGE A Thriller.

VICTORIA PALACE. 01-834 1317. Last perfs. today 6.0 and 8.45. MAX BYGRAVES "SWINGALONGAMAX" FINAL DAY

VICTORIA PALACE. 834 1317. Opening Tuesday, November 4. MIKE YARWOOD In a Spectacular New Revue.

WHITEHALL. 930 6692-7765. Evgs. 8.00. Fri., Sat. 6.15 and 8.45. Funniest play in London." Vogue. WHAT THE BUTLER SAW Directed by Lindsay Anderson. "I came away aching with laughter." Daily Mail.

WINDMILL THEATRE. 437 6312 PAUL RAYMOND presents LET'S GET LAID featuring JOHN INMAN—"ARE YOU BEING SERVED?" Twice Nightly at 7.00 and 9.00 2nd SENSATIONAL YEAR

WYNDHAM'S. 836 3028. Mon.-Fri. 8.00. Sats. 5.00 and 8.00. JOHN GIELGUD. RALPH RICHARDSON National Theatre Production HAROLD PINTER'S NO MAN'S LAND Directed by PETER HALL. "Great ACTING AT ITS HIGHEST PITCH." Evg. News. Limited season.

YOUNG VIC (by Old Vic). 928 6363. Tdy 5 & 8.15 OTHELLO.

CINEMAS

ABC 1 & 2 Shaftesbury Ave. 836 8861. Sep. Perfs. ALL SEATS BKBLE. 1: GONE WITH THE WIND (A). Wk. & Sun.: 2.00. 7.45. 2: LOVE AND DEATH (A). Wk. & Sun.: 2.00. 5.30. 8.30. Late show Tonight 11.30.

CASINO. 437 6877. EARTHQUAKE (A). You'll FEEL it as well as see it in SENSURROUND. Sep. perfs. Daily at 2.30. 5.30 and 8.30. Seats bookable.

CURZON. Curzon Street. W.1. 499 3737. LES VALSEUSES (Making It) (X Ldn.). Progs. 1.55 (not Sun.). 4.0. 6.15. 8.30. Late show Saturday 11 p.m.

EMPIRE. Leicester Square. 3 DAYS OF THE CONDOR (AA). Progs. daily 2.30. 5.30. 8.30. Sep. perfs. All seats bkble. No phone bookings.

LEICESTER SQUARE THEATRE (930 5252) "See! Hear! Feel!" TOMMY (AA). The Film Event of the Year. Sep. perfs. 1.20. 4.30. 8.00. Sun. 4.30. 8.00. All seats may be booked.

LONDON PAVILION. Picc. Cir. 437 2982. THE MAN FROM HONG KONG (X). Cont. progs. 1.15 (not Sun.) 3.10. 5.40. 8.10. Sep. late shows Saturday 11.15.

ODEON, Haymarket. (930 2738/2771.) SHAMPOO (X). Sep. perfs. Wk. 1.15 (not Sun.). 4.45. 8.15. Shampoo at 1.55 (not Sun.) 5.30. 8.56. Late show Fri. & Sat. 11.45. All seats may be booked.

ODEON, Leicester Square. (930 6111.) BITE THE BULLET (A). Cont. progs. Wk. & Sun. 2.00. 4.50. 7.50. Late show Fri. and Sat. 11.15.

PLAZA 2. Regent St.. 839 6494. Box Office open 11 a.m. to 7 p.m. (not Sun.) GONE WITH THE WIND. (A). in 70mm. Progs. Sep. Perfs. Daily 2.15. 6.50. Late Show Sat. 11.15 p.m. All seats bookable.

PRINCE CHARLES. Leic. Sq. 437 8181. 2nd Great Year. EMMANUELLE (X) Sep. Perfs. Dly. (inc. Sun.) 2.45. 6.15. 9.00. Lte. Show 11.45 Fri. & Sat. Sts. Bkble. Lic'd Bar.

RITZ, Leicester Square. 437 1234. NASHVILLE (AA) Progs. Daily 1.45. 4.50. 7.55.

SCENE 1. Leic. Sq. (Wardour St.). 439 4470. Cont. Perfs. Dly from 12.55 DROWNING POOL (A) 1.05. 5.00. 8.50. PRISONER OF 2ND AVENUE (A) 3.10. 7.00. Lte. Show Fri. & Sat. 10.55.

SCENE 2. Leic. Sq. (Wardour St.) 439 4470. Cont. Perfs. Dly from 12.30. Lte Show Fri. & Sat. 12.05 YOUNG FRANKENSTEIN (AA). Progs. 12.30. 2.45. 5.05. 7.25. 9.45. Lte Show Fri. & Sat. 12.05.

SCENE 3. Leic. Sq. (Wardour St.). 439 4470. THE TOWERING INFERNO (A). Sep. Perfs. Dly. 2.00. 5.20. 8.40. Lte Show Fri. & Sat. 11.45. Seats Bkble —All Perfs.

SCENE 4. Leic. Sq. (Wardour St.). 439 4470 2nd YEAR. The Film Everybody's Talking About. THE EXORCIST (X). Directed by William Friedkin. Sep. Perfs. Dly. 12.30. 3.00. 6.15. 9.00. Lte Show Fri. & Sat. 11.30. Box Office Open Daily 10-8. Sun. 12-8. Seats Bkble —All Perfs.

WARNER WEST END Leicester Square. Tel.: 439 0791. 1. Telly Savalas. James Mason. Robert Culp. INSIDE OUT (A). Cont. progs. Wk. 2.10. 4.15. 6.20. 8.30. Sun. 3.30. 5.40. 7.55. Late show Sat. 11.00. 2. Gene Hackman NIGHT MOVES (X). Cont. progs. Wk. 2.15. 4.15. 6.20. 8.30. Sun. 3.30. 5.40. 7.55. Late show Sat. 11.00. 3. VENIAL SIN (X). Sep. progs. 2.00 5.00. 8.00. Late show Sat. 11.00 p.m.

هكذا من الأصل

How to spend it by Lucia van der Post

OLD is NEW

IF you're ever been afflicted with that well-known problem of having a wardrobe stuffed full of clothes but not a thing to wear, you'll understand how it is that the second-hand clothes shops are flourishing to-day as never before. Your cast-off may be somebody else's bargain and vice-versa.

Once upon a time there used to be two kinds of second-hand clothes shops — those that specialised in circulating the once worn hautest of haute couture and the barrow end, purveying well-worn garments to *those who couldn't afford to* clothe themselves any other way.

Then a few years ago really old clothes, those that were beautifully-made of silk and satin and finest cottons, became very fashionable, partly because rigid lines and styles were no longer followed slavishly so almost anything went and partly because as slapdash finishing and inferior materials became the order of the day so clothes made of superb materials by people who cared and knew about what they were doing came to be appreciated as the works of art they were.

Now yet another category of second-hand clothes has come to be fashionable—the good, fairly up-to-date versions of current fashion. *These clothes fall half*-way between the really disreputable cast-offs and the genuine antiques. They are clothes that have been recently worn and discarded, either because the owner made a mistake when buying (when she got it home the colour or the style didn't suit) or because the owner has become tired of it and wants a change.

When clothes were a lot cheaper, most of us gave our cast-offs to friends or acquaintances who we knew needed them. Now that it is so exceedingly expensive to replace them many people are thinking in terms of selling their own clothes and/or buying second-hand clothes for themselves.

There are several shops and firms who specialise in this kind of thing and next Tuesday a new, and rather special one, opens at 25, Notting Hill Gate, London, W.11.

Rosalind Hanneman, who by night sings highly individual songs in a Chelsea club with her partner John, *is just starting* a shop called The Dress Pound which she hopes will offer an all-round service to those who wish to sell their second-hand clothes and those who wish to buy.

She hopes to keep the prices lower than in most second-hand clothes shops and by this means she hopes to keep both buyers and sellers happy—after all, sellers will be more sure of a market, buyers will benefit from lower prices and she herself will benefit from a *bigger turnover*.

Certainly whereas many shops charge double the price they pay the seller she proposes only to charge 50 per cent more than the seller receives.

She won't take clothes more *than a couple of years* old unless they are very classic and of exceptional materials and finish. The mainspring of her business will be fairly fashionable clothes cast-off by fairly fashionable people who simply feel in need of a change, or who have bought something that, though of inherently good quality, doesn't happen to suit them.

She will take things for men, women and children and the stock that she has ready for the opening on Tuesday, includes Thea Porter diaphanous evening dresses, samples from a new designer called Charmain (marvellous bargains here, samples selling in the shop for about £20 will be selling in ordinary shops for upwards of £70), classic tweed coats and dresses, silk blouses, cotton trousers, Jean Muirs, an evening dress from Rumak and Sample, a Jap trouser suit, photographed right, and so on.

She also proposes to clean and repair the clothes, charging a small sum to the seller for this service—and by small, she means small, 10p for cleaning and repairs according to the amount of work needed.

Most of these shops and agencies work on the same principle—that is, they keep the garments for about two months and if they are not sold after that the buyer must either collect them and take them back or else they will be given to charity.

Thick cotton trouser suit in white striped with peppermint. Last year's Jap design, £12.00.

Fredlie Alunsmal

Pure silk dress, a single sample by the new designer Charmain. £6.50 from The Dress Pound.

For those who have never tried disposing of their old clothes for profit, there are now several agencies which offer this kind of service. If you live in the country, magazines like Vogue, Harper's and Queen and The Country Gentleman's Magazine have advertisements from them amongst the small-ads.

For those in London there is quite a choice.

● The Frock Exchange, 450, Fulham Road, London, S.W.6, specialises in names like Ossie Clark, Bill Gibb, Biba, Yves St. Laurent, Jean Varon and so on. They don't take couture clothes and like to restrict the age to up to two-years-old only, unless of classic style. There is only a small children's section and the odd bag or hat.

● Nearly New Boutique, 29, Chiltern Street, London, W.1, like most of the agencies, takes clothes on a sale or return basis. Mrs. Gorton, who runs the boutique, says the client should get half-price if the clothes are in good condition but less if less perfect. She only takes in women's clothes and seems to specialise in a gentle, countrified, up-market way of life.

When my assistant visited the shop there was a selection of clothes ranging from a Mansfield grey flannel suit for £18.50, a silk djellebah in bright pink for £18.50 to a Carr Jones cotton two-piece at £13 and a Reldan tweed waistcoat at £3.

● Phyllis Kay has a shop at 158, Marylebone Road, London, N.W.1, which deals with the more expensive end of the market. If you've always hankered after the great names like Missoni, Jean Muir, Rykiel, Chloe, Courrèges, Yves St. Laurent, they may well have something from at least a few of these designers at prices that though still high are nonetheless a lot less high than the originals. Be warned that you may have to sort through a good deal of jewel-encrusted brocade to find them but that, after all, is part of the fun of buying in second-hand shops—you never know what you'll find.

To give you some idea of prices, there was a nice Jean Muir suit for £30, an Yves St. Laurent battle-dress top at £25, a Dezarbe suit at £65, and Gina Frattini evening dresses at around £30-£35.

● Moss Brothers, Bedford Street, Covent Garden, London, W.C.2, are well-known for their hiring facilities but less well-known for the fact that they usually end up selling off the better hired garments for prices that make them seem amazingly cheap. Their Special Offers Department on the first floor sells ex-hire stock that is still in good condition and it will include men's suits, ties, shirts and women's dresses.

They also offer bespoke tailored suits that have never been collected and never been worn and these usually go for less than half the original price.

● Children's Bazaar, 162c, Sloane Street, London, S.W.1, specialises in rather high-quality, very tradi*tional clothes, the sort that nanny* [illegible] of. They cater [illegible] through to 16 years old and only take clothes in good condition and from good makes (they don't really like chain store clothes, *even from such names as M and S*).

To give some idea of prices a tweed coat for a 6-7-year-old would sell at about £5, dresses for the same age group would be between £4 and £6.

Down-to-earth

Your Kitchen Garden is an [ex]ceptionally charming book, [t]aking in an entirely natural [w]ay the whole food cycle, from [th]e soil it's planted in to the [fin]ished result on the table. [Ge]orge Seddon has been respon[si]ble for the gardening side, [H]elena Radecka for the cookery [an]d a host of artists for the [ill]ustrations which contribute [vit]ally to the book's beguiling [...].

[I]t's obviously the book for all [tho]se would-be self-sufficiency [ex]perts but even if you have [ju]st a little patch in a city the [bo]ok will tell you all about herbs. [As] well as providing an original [an]d unusual look at ways of [co]oking traditional British pro[du]ce, whether it be cabbages or [as]paragus, tomatoes or the [com]mon (and now very expen[si]ve) potato.

[I]f you're a complete beginner you'll be able to learn how to plant raspberry canes, how to prune vines, as well as the basics like preparing the soil, and how to produce the end-product, a delicious dish.

Your Kitchen Garden is published on Monday by Mitchell Beazley at £3.95 in large paperback, £6.95 in hardback.

● In the valleys of Wales there is not a great deal of manufactured entertainment and those who live there have had to find within themselves the resources to amuse themselves.

Many of the people pass away the winter evenings by making things. Whether it is pottery, needlework, sewing, or leatherwork, the things they turn out have the stamp of individuality that no manufacturing process can reproduce.

For those who are interested in work from the valleys, Mrs. Valerie Penrhys Evans has organised women from isolated villages and houses into providing a patchwork service using this unusual shell pattern instead of the more usual hexagons or squares.

All the patchwork quilts are hand-made, all are in cotton, with the shell-shapes backed on to unbleached calico.

There is a range of colourways from which prospective customers can choose. There are multi-coloured quilts, ones specialising in navy and blues, in browns and beiges, in pastel colours, in red, white and blue and in mauve and blue.

The quilts can be bought directly from Mrs. Penrhys Evans, in which case write to her at "Noyadd Rhulen," Builth Wells, Powys, LD2 3UY, allowing two to three weeks delivery.

Prices are £60 for a single quilt, 72 inches by 108 inches, £80 for a double measuring 96 inches by 108 inches and £90 for an extra wide quilt measuring 108 inches by 108 inches. Postage and packing is 80p.

If you want to see the quilts they are also being sold by Jolly's of Bath and Bristol, Dingle's of Bournemouth and Plymouth, Howells of Cardiff.

● Another Welsh enterprise is the Workshop at Fishguard. It began in 1970 by providing premises for skilled craftsmen and women as well as being a retail shop where the products *could be sold*.

They sell pottery and stoneware of all sorts, whether coffee pots and cups, or candleholders, as well as a range of simple woodwork and leatherwork.

There is a Welsh fisherman's smock, a very traditional garment which adapts usefully to almost everybody's life. It's made from good quality brushed denim, in a choice of 10 colours, sizes 34 inches to 52 inches, and costs £6.50 (including p and p).

They also do gold and silver bracelets like the one in our sketch, above. This one would be £59 in handwrought 9 carat gold or £8.50 (again including p and p) in hall-marked silver. It comes complete with its own little soft suede pouch.

Write simply to: Workshop, Lower Town, Fishguard, Dyfed, Wales.

Recipe Booklet

[Re]quests for our booklets with [th]e 60 best recipes culled from [re]aders suggestions for our 60p [me]nu competition are already [ro]lling in at a formidable rate. [Fo]r those who missed last [we]ek's announcement, we have [se]lected the 20 best starters, [20] best main courses and 20 [be]st puddings and savouries and [pu]t them together in a leaflet. [In] addition the leaflet includes [Ph]ilippa Davenport's own [su]ggestion for the complete 60p [m]enu which started the whole [co]mpetition off, as well as the [th]ree complete winning entries. [An]y reader who would like to have a copy should send a postal order or cheque for 45p to "Recipes," Financial Times, Bracken House, Cannon Street, London, E.C.4. The price includes postage and packing. Please do remember to let us have your name and address and could the following readers send us their addresses—we have their cheques but no address to send the booklets. Mrs. R. Rees of Swansea, Mrs. T. E. Stock of Chelsea, Mrs. S. or J. Reves of London, Mrs. U. D. Collis of Cardiff, Mrs. G. M. Greaves of Middlesex, Mrs. Hatch of Surrey and Mrs. Love of Aberdeen.

CHESS BY LEONARD BARDEN

BRITAIN'S NEW wave of young players have already established themselves as among the very best in the world in their age groups; an under-23 international ranking list shows us with five (Miles, Stean, Nunn, Mestel and Speelman) among the world top twenty.

The problem now for our rising masters is how to make a successful transition from winning junior tournaments to holding their own against the leading players in world chess; this is a critical phase where many promising British hopes have failed in the past.

This summer, Nunn was joint winner of the IBM Masters in Amsterdam, Speelman finished first in the London Chess Club/Centymca invitation in front of several British masters, while Mestel followed up his bronze medal in the world junior by sharing fourth place in the international at Berne, Switzerland.

Tony Miles, at 20, is in strong contention to become the world's youngest grandmaster. His fine win in the London Chess Fortnight tournament gave him one of the two required norms, and as I write Miles is in the running for his second norm in the annual international tournament at Novi Sad, Yugoslavia.

There the scores after 13 of the 15 rounds were Romanishin (Soviet Union) 11, Miles (England) 8 and 1 unfinished, Matulovic (Yugoslavia) and G. Garcia (Cuba) 8, Tarjan (United States) 7½ and 1 unfinished, Balashov (Soviet Union) 7½, Ivkov (Yugoslavia) 7, and nine other players. The grandmaster *norm, calculated on published* international ratings, is 10½ out of 15 at Novi Sad.

Michael Stean currently has the hardest row to hoe of all our young players. With the generous help of the Robert Silk prize which he won two years ago, Stean is currently taking on the cream of Russia's grandmasters in the Alekhine Memorial tournament in Moscow, where his opponents include the great Boris Spassky and two other ex-world champions, Petrosian and Tal.

Predictably, Stean has found the early rounds difficult, but his play has shown that it is only experience at the highest level which is missing. His games have been full of interest, as in an unlucky defeat against the Russian champion and in this lively draw against the winner of the Alexander Memorial.

White: M. F. Stean (England). Black: E. Geller (Soviet Union). Opening: Sicilian Defence (Alekhine Memorial 1975).

The opening moves were 1 P-K4, P-QB4; 2 N-KB3, P-Q3; 3 B-N5 ch, B-Q2; 4 BxB ch, QxB; 5 P-B4.

Strategically, White is aiming at the classical "Maroczy bind" formation where two central pawns at QB4 and K4 restrict Black's game and support a knight outpost at Q5. There is also a tactical point in the gambit variation 5...Q-N5; 6 0-0, QxKP; 7 P-Q4 when White has a strong attack for his pawn, and it is this line which Geller now tries to refine and improve.

5...N-QB3; 6 P-Q4, Q-N5; 7 P-Q5.

7 0-0 is no longer good because of 7...NxP.

7...QxP ch; 8 B-K3, N-Q5; 9 Q-R4 ch, P-N4! 10 Q-R6, N-B7 ch; 11 K-Q2, Q-Q6 ch!

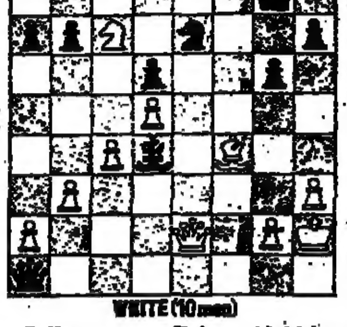
This is the tactical point of Black's play, preventing White's N-QB3 gaining a tempo on the queen. If now 12 KxQ, N-N5 ch; 13 K-B3, NxQ; 14 PxP, N-B2 with advantage for Black who can operate against the weak pawns.

12 K-B1, R-N1; 13 QxRP, R-Q1; 14 Q-N7, NxR; drawn.

White gives perpetual check by 15 Q-B6 ch, R-Q2; 16 Q-B8 ch, but the intriguing question is whether Stean could have done better by 14 R-Q1 (instead of 14 Q-N7), Q-N3; 15 N-R4, Q-N5; 16 KxN, QxN; 17 Q-N7, when 17 . . . QxQBP ch; 18 N-B3, P-N5 fails to 19 Q-B6 ch, R-Q2; 20 R-Q4. An interesting position, well worth further analysis.

POSITION No. 85

BLACK (9 men)

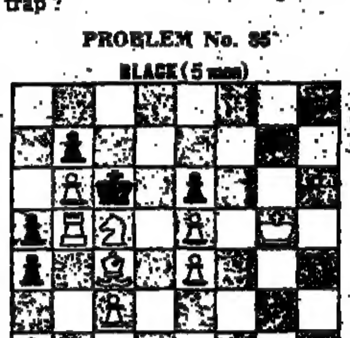


WHITE (10 men)

Geller v. Tal, Alekhine Memorial 1975. Geller (White, to move) has the chance to play 1 QxN winning a piece—but is it a safe capture or a Tal-style trap?

PROBLEM No. 85

BLACK (5 men)



WHITE (9 men)

White mates in four moves, against any defence—a typical Sam Loyd miniature with a hidden surprise theme.

Solutions Page 11

COINS BY JAMES MACKAY

NORWAY RECENTLY issued a commemorative 5 krone piece in cupro-nickel to mark the centenary of the Monetary Act which established the present decimal system of currency. This gave practical expression to the Scandinavian Monetary Union established in 1872 and adopted the krone of 100 ore.

The commemorative piece bears the crowned coat of arms and the value on the obverse, while the reverse shows a seated coiner striking a coin-punch with a hammer — the traditional method of coin production before the advent of the milling process. The background features a lever balance, and the crossed hammers mint-mark of the Norwegian Royal Mint appears prominently in the design.

Although modern Norwegian coins have now attained their centenary, they can trace their origins back to Haakon Jarl in the 10th century, whose pennies were modelled on those of Aethelred II of England. In the latter half of the 11th century the flan of these pennies became increasingly thin, resulting in bracteates with an impression showing right through from one side to the other. Magnus IV (1263-80) reverted to the English style of silver penny and this form remained in use until the reign of Erik of Pomerania and the Union of Kalmar in 1397.

Throughout the 15th and most of the 16th centuries Norway's political fortunes were at a very low ebb, and this is reflected in the coinage of the period which was strongly influenced by that of Denmark. The triple bond between Norway, Denmark and Sweden, established in 1397, degenerated by 1450 into a struggle between Denmark and Sweden over Norway. Over the ensuing century Norway was gradually reduced to the status of a Danish province.

The situation began to improve in 1588, with the accession of Christian IV. He was sympathetic to Norwegian national aspirations, reformed its Government and strove to develop its natural resources. He founded the city of Christiania (now Oslo).

Although most of Christian's efforts were shortlived it was during his long reign that a distinctive Norwegian coinage re-emerged. A mint was established at Christiania in 1628 and large silver coins, known as speciedalers, were struck with the bearded profile of Christian and the lion rampant of Norway on obverse and reverse. The speciedaler was originally tariffed at 128 skilling, and smaller denominations, down to the diminutive 2 skilling, were minted.

A series of disastrous wars with Sweden resulted in the loss of substantial parts of Norway to Sweden but after the Treaty of Copenhagen in 1600 Norway slowly recovered economic stability. This is reflected in the handsome coins struck in the reigns of Frederik III (1648-70) and Christian V (1670-99), which included intermediate denominations of 2 marks and 16 skilling. While the larger coins continued to portray the king on the obverse, the smaller coins adopted the crowned monogram, a device which is characteristic of many Scandinavian coins down to the present time.

A subsidiary mint was established at Kongsberg in 1686 and all coin production was transferred there from Christiania in 1695. In the 1680s there was a tendency to simplify the design of the coins and inscriptions were frequently reduced to their initials, but as the Kongsberg mint developed, both obverse and reverse designs became increasingly florid.

This policy continued in the reign of Frederik IV and is typified by such splendid pieces as the reisedaler of 1704, actually struck in Copenhagen, and the 4 mark piece of 1723 with its flamboyant equestrian figure on the obverse. Under Christian VI (1730-45) there was a return to more traditional motifs, with the crowned monogram and lion emblem predominating. In this reign the principal units of currency were the krone or 4 mark piece, and the 8 and 24 skilling coins.

Denmark, which was on the wrong side in the Napoleonic Wars, lost Norway to Sweden in 1814, but by the terms of the Eidsvoll constitution the union was to be one of crowns alone and Norway was guaranteed her own government, parliament, customs and defensive system.

The political change was reflected in the coins which abandoned the crowned monogram in favour of the profile of the Swedish king. The reverse continued to feature the Norwegian lion, with values expressed in skilling and as fractions of Norwegian and Swedish dalers. This cumbersome device was swept away in 1875, and 30 years later, following a plebiscite and the election of Prince Charles of Denmark as Haakon VII, Norway's coins became truly distinctive for the first time in a thousand years.

The silver coins of Norway from 1628 to the end of Haakon's reign in 1957 are the subject of a sale at Glendining's, in conjunction with A. H. Baldwin and Sons, on November 4. The 232 lots, containing many scarce coins of high quality, were collected by the late Dr. H. F. Harwood whose Roman coins are being auctioned on October 29-30.

Property and housing

Andorra: inland island

BY JOE RENNISON

THERE ARE three good reasons for choosing to live in Andorra: there are no personal taxes, the dustman never fails to collect the rubbish and there are only 55 civil servants. There are several other good reasons but I thought they were the most relevant when compared with our own beleaguered position at home. Other advantages include whisky and gin costing about £1 for a litre bottle, a mountain climate to blow away the whisky and gin fumes and many other ills, and perfect peace and quiet for those willing to wander a mile or so off the main highway.

It is ideal for those who like the quiet life but who do not *want to be too far removed from* a decent shop. But one of the disadvantages is that it is rather a long way from the rest of civilisation, if one can continue to call the rest of Western Europe by that name.

Getting up to this little Principality, high up in the Pyrenees on the border of France and Spain can be an exhausting journey. Unlike the popular spots on the Costas it has no easy means of access by air.

Two routes

For those flying from Britain there are two alternative routes. One can go either to Toulouse or to Barcelona and then drive. For British visitors the first would be by far the messier journey since it would mean changing planes. The air journey to Barcelona is fairly painless but there is a further journey of at least four hours up twisting mountain roads thereafter.

The Barcelona route has the advantage of remaining open all *the year round*, despite the snow. These considerations do not affect the permanent resident but could be a little offputting for someone seeking a holiday home.

But having got there, what does one find? I was at first tempted to describe this tiny state as something of an anomaly in the twentieth century. But it has been an anomaly for a very long time, for seven centuries to be exact. Since the thirteenth century it has enjoyed a state of independance *unique among the states of* Europe.

Because of complicated dynastic manoeuvres between French aristocrats and Spanish bishops in the Middle Ages the Andorran valleys were finally under treaty given the joint *protection and overlordship of* French and Spanish interests. This arrangement remains to this day: the Co-Princes of Andorra are now the President of the French Republic and the Spanish Bishop of Urgel.

It is perhaps in this arrangement that the successful future of Andorra as a stable refuge lies. Despite the joint suzerainty, the country is self-governing. It is difficult to imagine one of the larger powers concerned wanting to upset the status quo. All states are very jealous of territorial rights. Very few are willing to sign away very much even if in the case of Andorra it is less than 200 square miles.

If it came to the point where there was a severe disagree*ment between France and Spain* over some quite separate point of policy it is hardly likely to affect Andorra. On the existence of this territory no doubt both sides would stand on their dignity. And, under the principle of Co-Princes, to protect the interest of one side means automatically to protect the interest of the other side.

The only possible danger lies in the fact that Spain and France might become too friendly. In which case they could begin to take a close look at this duty free paradise. In which case Andorra might have to look to other ways of raising revenue—along the lines we suffer from in most other countries. This, however, at the moment is a remote possibility.

Meanwhile the Andorrans *know* when they are well off. The publicists will tell you that Andorrans have a traditional resentment of restrictions and interference. It is doubtful if it was born into them as a race but it has certainly become traditional. And little wonder considering how much they would lose if subjected to the same beaucracy as most other states. The traditional freedom is given free expression; smuggling between France and Spain across the Andorran mountains is almost a national pass time.

It is not a cheap place in which to buy a house. The reason is quite simple. Out of its total area less than 10 per cent. of the land can be cultivated or built upon and is in private ownership. The rest is *common land*. Land prices, therefore, are high and building costs in this mountainous terrain tend to be expensive.

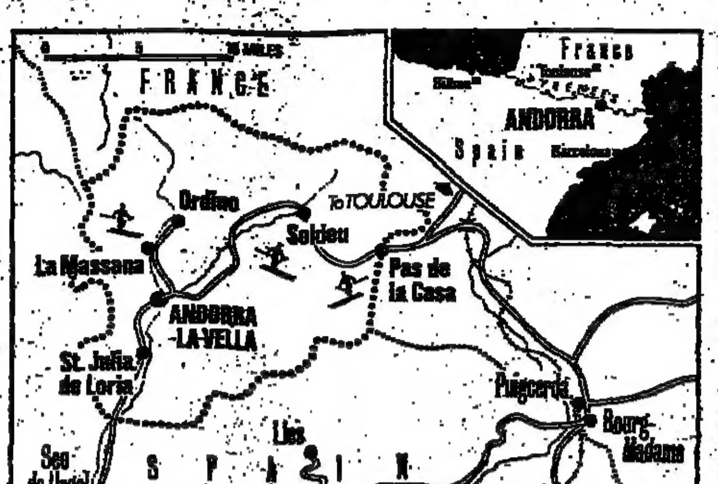
For those who want to become residents there is as yet little to do apart from shop and enjoy the feeling of 700 years of financial and political stability. Many could feel that life would be rather dull. There are at present about 400 registered British residents. Life seems to revolve very much about themselves. Some have been luckier than others in first learning at least one of the three languages in use — Spanish, Catalan and French. It works wonders with one's social life to be able to converse with the locals and not shout at them in English as though they were a bunch of unsophisticated peasants.

Andorra is pretty — rather like something out of an illustration to "Heidi" — it is healthy, restful and, for the energetic, has a growing skiing industry. For those wanting a home the potential for converting one of their traditional buildings, when they can be found and bought, is tremendous and exciting. But there is not very much else.

But there are the mountains. These depres me considerably. I have always had the same feeling in this kind of terrain. It is all very fine so long as one is on top or near the top of one of the mountains. Otherwise a tremendous feeling of claustrophobia overtakes me. It is accentuated by knowing that one is a long way from the sea and an open vista. For other people no doubt the scenery and the feeling of scurity are ideal.

Those thinking of living there could do well to take a holiday first. Several travel companies in this country do skiing holidays but it would be advisable *to see it in the summer too* — if only to choose a place off the track of the 3m. visitors who rush through it every year.

Two of the British residents are ex-army men who run a local estate agency and property development company. They can advise on the complications of buying a new building — unimaginative design but well finished—or conversion of an old building — needs lots of imagination, patience and money. Their company is Construccio Immobiliaria S.A., Casa Pascol, La Massana, Principality of Andorra.



Old farm buildings under restoration in Sispony, Andorra.

Reality at home

AT HOME there is a growing sense of reality about the real state of the property market. It has taken a long time to get through and longer in some cases than others. Most agents are no longer clinging to their pride and claiming that things are getting better or soon will.

Two this week comment on what they see as the current situation in the market for the more expensive kind of house.

First some advice from Jeremy Blanchard, a partner in Humbert Flint Rawlence and Squarey, about the method of selling. He says that in the light of current market conditions they are advising their clients to stay away from auctions and try to sell by private treaty.

This would seem to make sense in a stagnant or downward market. But as readers may have seen I have reported several houses going to auction in the last couple of months. In many cases this is done against the advice of the agent on the owner's insistence. There comse a time when the house has been on the market for so long that an auction seems the only way out. But it is not very wise.

As Mr. Blanchard says, the market has come full circle in the last three years. At the height of the boom it was almost automatic to advise an auction in order to gain the best price. "But now it is a buyer's market and now we normally advise a private sale because bidding in public can be uncompetitive no matter however desirable a property may be. Whatever method of sale is adopted it is essential that a realistic asking price should be placed on the property. Otherwise it can remain unsold for an embarrassingly long time."

Savills, who specialise also in this kind of property, have some sobering thoughts on the present price structure. They report that sales achieved recently have in general been between 5 and 10 per cent. of below the asking price. In other words vendors have finally got the message and are asking realistic prices.

While agreeing that houses in the middle price range have been hard to sell, they suggest that the time for picking up the odd bargain in this kind of house might not last much longer. They see a dwindling in the number of such houses for sale—partly because many have been taken off the market and partly because some have been sold and other owners are now waiting to see if they can obtain a better price. A shortage, therefore, could lead to some hardening in prices.

They, too, are firm in their advice against taking a house to auction. As partner David Mitchell points out even if a *house is auctioned there is still* only a 50-50 chance of it being sold. This is no better than the prospects for a private sale. There is also the danger of such a low reserve price being quoted in these circumstances that there is the danger of the owner virtually giving the house away.

Running costs, restricted tax relief on mortgages and general gloom have led to the decline in values. Mr. Mitchell reflects gloomily that he can see no restoration in the demand for the bigger country house for a long time to come.

هكذا من الأصل

هكذا من الأصل

The new Added Value 2 litre Ford Granada–for the price of a Consul

At £2313* (the same price as the Consul 2000 it replaces) few cars anywhere can match the new 2 litre Ford Granada's successful blend of spaciousness, comfort and luxury. Here are just a few of the refinements that make it such exceptional value for money.

Engineered for silence

The best way to prevent road noise intruding on the car's occupants is to stop it at source. In the case of the Granada, this means engineering the body shell to very high standards. Each panel has been examined for its acoustic behaviour so that noise is literally engineered out of the car.

Extensive use is also made of sound deadening materials. As a result, the 2 litre Granada is one of the quietest cars in its class.

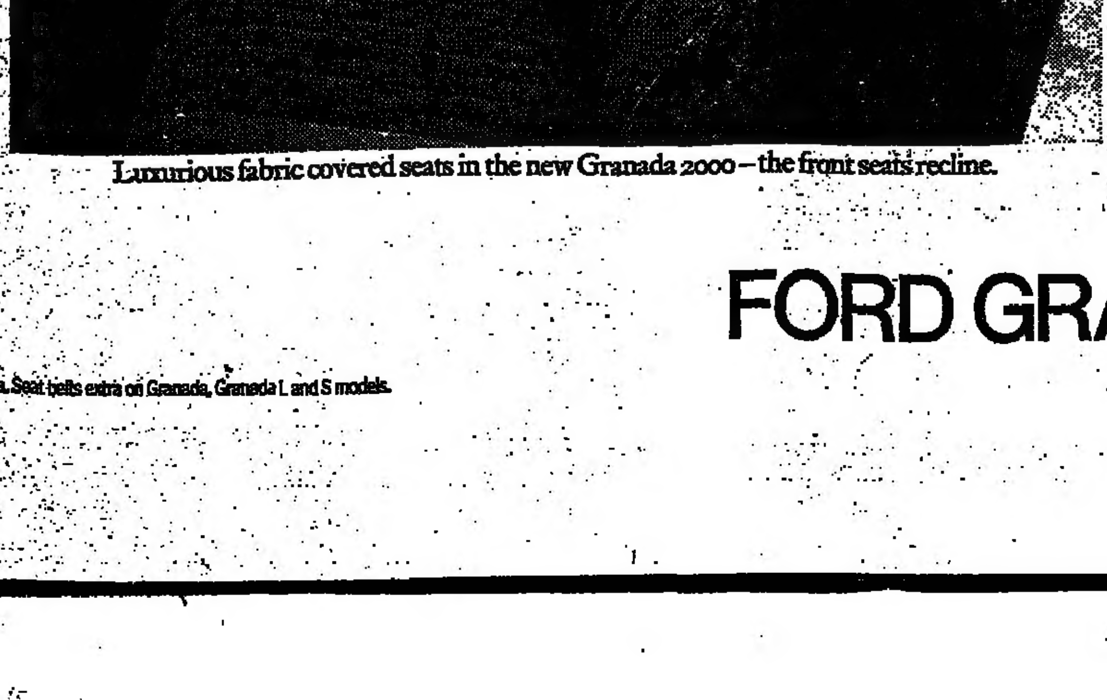
Smooth, even ride

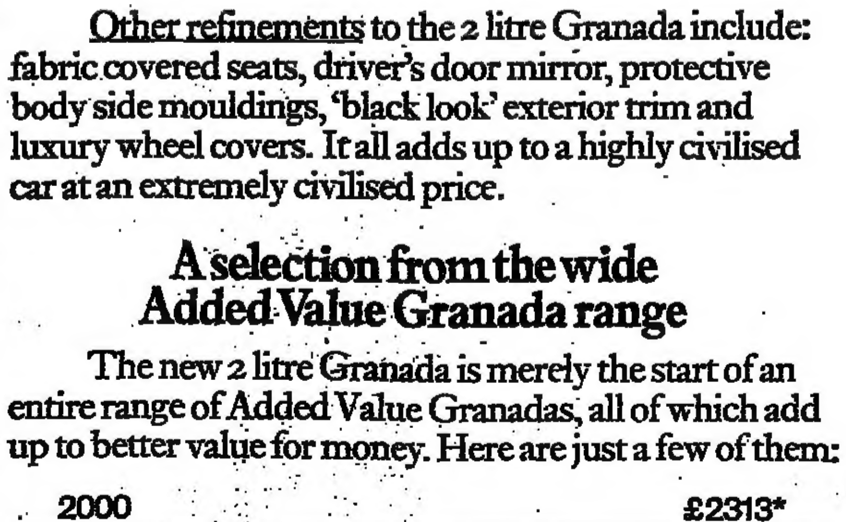
In common with some of the world's finest cars, the Granada has independent suspension on all four wheels. It gives the car impressive poise and stability. Even when cornering hard, there's very little body roll.

The suspension is mounted on to sub-frames, which effectively isolate the passengers from road noise and ensure a smooth even ride.

Effortless driving

The specification of the new Granada goes a long way towards taking the effort and fatigue out of driving. Such added features as a heated rear window, reversing lights and hazard flashers make life simpler and safer. A redesigned instrument panel gives you all the information you need at a glance. A highly efficient 2 litre overhead cam engine gives an excellent balance of power and economy. And the slick, precise action of the famous Ford gearbox makes the Granada a real pleasure to drive. For those in the business, the Ford box is the standard by which the others are judged.


Luxurious fabric covered seats in the new Granada 2000 – the front seats recline.



Other refinements to the 2 litre Granada include: fabric covered seats, driver's door mirror, protective body side mouldings, 'black look' exterior trim and luxury wheel covers. It all adds up to a highly civilised car at an extremely civilised price.

A selection from the wide Added Value Granada range

The new 2 litre Granada is merely the start of an entire range of Added Value Granadas, all of which add up to better value for money. Here are just a few of them:

2000	£2313*
2000 L Saloon	£2474*
2000 GL Saloon	£3099*
3000 S	£3136*
3000 Ghia Saloon	£3936*

FORD GRANADA Ford

*Maximum price, Car Tax and V.A.T. included. Delivery and number plates, extra. Seat belts extra on Granada, Granada L and S models.

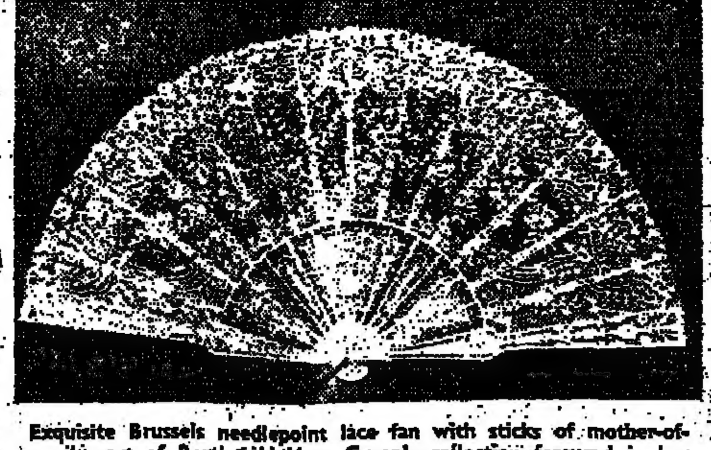
Collecting wisely

Fables of the fan

BY JUNE FIELD

AS ONE MIGHT expect with their highly developed civilisation, the Chinese claim to be the progenitor of the fan. Legend has it that the screen (rigid type) fan, owes its origin to the daughter of a distinguished mandarin. When she was overcome by the heat at the Feast of Lanterns she slipped off her mask and moved it to and fro to create a breeze. The other women of the court promptly followed suit.

The earliest written records of fans in China are of two feather fans which were offered to the Emperor Tchao-wong of Chou Dynasty in 1052 BC. There is a reference to the empress carrying a feather fan in her chariot for making sure the wheels did not get dusty.



Exquisite Brussels needlepoint lace fan with sticks of mother-of-pearl, part of Bertha de Vere Green's collection featured in her new book A Collector's Guide to Fans Over the Ages. Frederick Muller £21.50.

Although it is to the Chinese that the first painted design and the calligraphic decoration of the fan were attributed, the Japanese invented the folding fan, the oldest forms being called *komori*, bat; the story here is that back in the seventh century AD, the husband of a nagging woman had to get up in the middle of the night to cope with a bat that flew into their room. But he did not deal with it quickly enough, and the creature flew too near a lamp, scorching its wings. When the man observed it closely he noticed how its wings folded open and shut; so why should not a fan be made the same way, and folded up when not in use?

Great skill

In the exhibition Fans In Fashion held earlier this year at Temple Newsam, Leeds, and the Gallery of English Costume, Platt Hall, Manchester, the fan decorator's remarkable skill was shown in watercolour, line engraving, mezzotint and lithography, on paper, vellum, silk, sandalwood, ivory, and horn.

An unusual late 19th century Chinese fan had the paper mount in gouache with the faces of the Chinese figures in applied pieces of painted ivory, and the garments in scraps of silk; the sticks and guards were coated with black lacquer, and painted in gold with Chinese scenes.

Because the range of fan types is so varied, collectors need to do their homework, and two new books are very comprehensive. Published this month by Frederick Muller is A Collector's Guide To Fans Over The Ages by Bertha de Vere Green, regrettably highly-priced at £25, £21.50 until December 31 (one reason given is that the short print run of under 2,000 will make it a collector's item). It is nevertheless a real tour-de-force, with most of the photographs from Mrs. de Vere Green's splendid collection of 500 fans.

Equally indispensable is Nancy Armstrong's A Collector's History of Fans (Studio Vista £6.50). Curiously, both books open with the same 18th century quotation, John Gay's:

> The Fan shall flutter in all female hands
> And various fashions learn for various lands.
> For this shall elephants their ivories shed,
> And polished sticks the waving engine spread.

Prices of fans vary enormously, depending on age and condition. Christies include them in their costume, embroidery and textile sales, both at South Kensington and King Street; an 18th century Italian kid fan leaf was bought recently at under £10, while rare examples with ivory sticks, pierced and gilded go for nearer £150.

Not a great deal has been documented on Chinese and Japanese fan painting, but two of the most scholarly and readable publications are the catalogues of two exhibitions held at the Milne Henderson Gallery, 31 St. Christopher's Place, London, W.1, compiled by John Hay.

They are The Art of Chinese Fan Painting held in 1974, and this year's Nanga Fan Painting, part of which is still on show. (Both catalogues are still available post free in the U.K., £2.50 for the first, £3.50 for the latter).

The art of Nanga, Southern School of Painting, was once ignored or disdained by Western collectors and critics, although there was a watershed in 1972, when the Asia House Gallery presented a major exhibition. The interest it aroused has endured.

The Nanga collection was put together in the 1880's, painted by major artists of the mid-19th century. It provides a chance to acquire high-quality painting at a moderate cost with prices ranging from £85. Drawn in ink and light colours on paper which is sometimes delicately gold-sprinkled, the fans are glass-framed following their shape. The simple, gentle poems which are often a feature of the inscriptions on the fans are a foil to their ethereal quality. Translated, a delightful one goes:

> Rain has just passed from the riverside village.
> The morning has brought a sense of warmth to the soil.
> We point at the traces of clouds, still lingering on the peak—
> Suddenly realising that they're clouds of cherry blossom.

The Arts

Alcina

BY ANTHONY HICKS

The Handel Opera Society has come a long way since its first shoestring production in 1955 (*Deidamia* at what was then St Pancras Town Hall). In 1959 the Society began the tradition of giving two productions annually at Sadler's Wells and, apart from an experimental *Scipione* at the Queen Elizabeth Hall in 1967, has kept to it. The HOS celebrates its 20th anniversary this year in a sensibly practical manner: an expansion of the season from five performances in one week to eight in two, allowing much needed extra rehearsal time in the theatre. Moreover, the Society has boldly chosen to present two of Handel's greatest music dramas, *Alcina* and *Semele*, in entirely new productions.

Alcina, loosely founded on an episode in Ariosto's *Orlando Furioso*, is a magic, fantastical piece designed to display the full scenic potential of the Baroque theatre and the talents of a formidable company including a ballet troupe and chorus. The machinery of the plot seems highly contrived, an impression doubtless increased by Handel's habit of cutting back recitative to appease his London audiences, but the essential plan is clear. The hero Ruggiero is held from his true calling by his infatuation with the sorceress Alcina and the delights of her enchanted island. With the help of his true love Bradamante and her governor Melisso he comes to see the island as it really is—a barren desert—and, resuming his heroic stature frees himself and Alcina's many prisoners from its spells.

Meanwhile, Alcina's deepening love for Ruggiero becomes a force for good contrary to her nature and she loses control of the powers that serve her. But because she is sustained only by those powers she cannot regain full humanity: when Ruggiero shatters the urn that holds the source of her charms she vanishes with them.

Each character is developed through a sequence of magnificent arias. Those for Ruggiero in Act 1 are flippant, uncaring; in Act 2, after he has perceived the truth, thoughtful and filled with wonder; in Act 3 he is the warrior hero, the voice vying with ringing high horns. Alcina moves from the confident sensuousness of her opening aria to the tragic lament "*Mi restano le lagrime*." Two minor characters, Morgana and Oronte, to whom love is only a game, throw the others into relief, while the boy Oberto, in search of his father (transformed to one of Alcina's beasts), exposes with his innocent and touching entreaties the malevolence beneath the sorceress' wiles.

Oberto, alas, does not appear in this production and much else is consigned to the Society's cutting room floor, which must now be knee-deep in good music. We get about two hours and 10 minutes of music, including all the ballets; six arias are lost completely and of 20 remaining *da capo* numbers nine are confined to their first sections and three cut in other ways. Under these circumstances producer David Thompson may perhaps be forgiven for failing to touch on any of the more profound aspects of the opera and for allowing the plot to appear more ludicrous than it really is.

He does put on a good-looking show. Bruno Santini's designs are a major asset: the basis of the set is a sloping circular stage platform paired with a moveable disc overhead, an idea perhaps derived from the Elizabethan stage, with its "heavens" (the splendid costumes smack of that era, too). Neville Currier's lighting of the iridescent green and russet colours is evocative. The ballets, choreographed by Mary Skeaping are well integrated and the dancing (by the Brooking Ballet School) less sloppy than last year in *Ariodante*.

One silliness at the end of Act 2 must be removed. The use of the short recitative to terminate the ballet is wrong not just be[cause] it has nothing to do wit[h] *Alcina* (Handel wrote it fo[r] *Ariodante* but never used it) but because it is nonsense fo[r] Alcina to say she can find n[o] rest "even in sleep" when sh[e] has been passing around th[e] dancers apparently conductin[g] an inspection of her under[-]ground premises. May one com[-]mend the original stage direc[-]tions at this point?

For all its trappings, *Alcin[a]* remains a singers' opera an[d] as such needs better servic[e] than it receives here. Eiddwe[n] Harrhy is technically up to th[e] demands of the title role bu[t] cannot encompass the wid[e] emotional range; there was littl[e] feeling of seductive allure i[n] "*Di, cor mio*," or of inne[r] terror in her big Act 2 scen[e]. Ruggiero, the part written fo[r] the great mezzo-soprano castrat[o] Carestini, was taken by Jame[s] Bowman. Or nearly: the rol[e] is really beyond any counte[r-]tenor often flickering around th[e] top line of the stave and has t[o] be severely accommodated wi[th] cuts, transpositions and no[t] substitutions. A couple of hi[gh] Gs remain, more remarkab[le] for their presence than the[ir] quality. Where the vocal li[ne] lies conveniently however, M[r] Bowman is at his marvello[us] best: "*Verdi prati*" is poigna[nt] and deeply felt.

Della Jones has the flexibili[ty] and range for Bradamante b[ut] not the tonal power. The o[ne] unalloyed delight of the eve[n-]ing is Hannah Francis [as] Morgana: the voice is at on[ce] light and full, her mann[er] vivacious but never soubrettis[h,] exactly right. Charles Far[n-]combe conducts with assuran[ce] and very well judged spee[ds] throughout, encouraging fi[ne-]toned playing from the Engli[sh] Chamber Orchestra. There [is] much more to *Alcina* than th[is] production reveals though, a[nd] regrettably one cannot rep[ort] any obvious benefit from t[he] Society's extended rehearsi[ng]. To-night: *Semele*.

New music in Hungary—2

BY DOMINIC GILL

Last Wednesday I wrote about some of the main Hungarian events of the fortnight of contemporary music presented under the umbrella of the Budapest Music Weeks. The concert of music by György Kurtág was one of the most memorable; and so too, in quite another way, was the appearance of Cathy Berberian, passing through Budapest on her way from Australia to London, who alternately soothed, moved, electrified and smothered us with laughter with a mixed recital of 20th-century song.

The large audience, most of whom saw and heard Miss Berberian for the first time, could hardly bear to let her go. Encore succeeded encore, until the encores ran out (most memorable of a long list, a magically Berberianesque, magically authentic *Summertime*, sung into the introducer's microphone, rich with pure-black overtones). Her programme proper included two Cage songs, three early songs by Berio, an extract from Bussotti's *Pièces de chair*—and the finest, most intricately articulated performances I have yet heard from Miss Berberian (as the years go by her *pièces de résistance*, far from becoming stale, simply get better and better) of Berio's *Sequenza III* and her own *Stripsody*. Her accompanist Bruno Canino also delighted us with a glittering account of the piano *Sequenza*, and a splendidly low-keyed delivery of Berberian's little fun-piece *Morsicat(h)y*. These moments of fun—of delicately-bubbling, gusty humour—were a much-needed catharsis in a week of otherwise rather evenly sustained high seriousness. No question of merely an easy appeal-to-the-kids, who thronged the hall in welcome numbers—in *Stripsody*, the elderly couple seated next to me were nearly ill with laughter and excitement.

An afternoon recital of electronic tape-music on the same day in the Kultúrpalota in Vörösmarty Square was disappointing. No properly established studio for electronic music exists in Hungary, and hardware generally (one Moog III/C synthesiser at the Hungarian Radio apart) is scarce. The pieces offered were mainly predictable catalogues of sine-tone, *concrète*, and feed-back effects, put together with enthusiasm, but without a great deal of sophistication. It was significant that the outstanding piece of the programme, a short imaginative essay called *E-15*, with a splendid additive climax, was made by a Czech, Peter Kolman, working in the Experimental Studio of Bratislava. "E-15" is the name of the road which links Prague with Budapest: a symbol maybe of possible future co-operation and enterprise?

The "aulos" Trio from East Germany, who shared their recital with Cathy Berberian, are a well-tuned, lively ensemble of oboe, cello and piano (unnamed, however, in either of the programme-books, Hungarian or English). Of the two recent pieces by East German composers they played, a *Trio ad libitum* by Georg Katzner, hopefully subtitled *Divertissement*, actually turned out to be a fairly un-diverting *pot-pourri* of post-Hindemith lyrico-dramatic manners. *Kammermusik II* by the younger Paul-Heinz Dittrich (a UE composer, b.1930) was more interesting: easier on the ear, more exuberant, and altogether more adventurous—a shade too long, but with many good passing moments.

All in all, it was a festival which offered an excellent series of programmes, well designed, well organised and well played: a lively and very worthwhile week. But there was also in Budapest, as I discovered last year, yet another place where the current of new music is just as vibrantly alive, and still more radical in its spirit of *curiosity and adventure*. "Administrative difficulties" meant that the work of the New Music Studio, and of its three leading lights, László Sáry, Zoltán Jeney and László Vidovszki, was once again omitted from the official festival programme. With great humour, forbearance and charm, however, the Studio arranged an informal "fringe" series of out-of-hours recitals and tape-concerts for me and for some other visitors instead.

It is easy enough to understand how some of the music of the Studio might not appeal to ears tuned to a more rigid, dogmatic aesthetic; but it is more difficult to understand how any dogma could prevent appreciation on some level at least of its most evident qualities—its lively imagination, humour, quiet poetry, quick, untrammelled freshness. *Undisturbed* is a group-composition by Sáry, Jeney and Vidovszki, of three pieces, independently composed, but played simultaneously. The idea is not essentially a new one: but its collective working out was most imaginatively and unpretentiously conceived. There was a question of whether the texture was really not too undifferentiated, above all too eventful, to be appreciated properly: whether the demands on the listener, over such a long time-span as 37 minutes, were not perhaps too great. The occasional slowing down of the very speed of events brought with it a great sense of relief—an intended effect. But it was an experiment which consistently held the attention, which in some strange way convincingly established its own time-scale, never seemed long: and contained moments of real poetry.

I very much liked also two pieces by Jeney—perhaps the most delicately poetic spirit of the group. His *Solitude* set a text by Thoreau for 18 unaccompanied female voices, a succession of quiet single chords, one syllable to a chord, at a slow tread of about metronome 50: very beautiful and strange. And his *Gardens of Orpheus* for two groups of four instruments, inspired by a Klee painting—a panorama of slow chords, ever-changing in colour and emphasis, punctuated by regular metrical silences: sad and haunting.

Schroeder's Death by Vidovszki (the reference is to the famous friend of Charlie Brown) was a brilliant tour de force for solo piano, half-humorous, half-serious—a continuous fast irregular scale [up] and down the whole length [of] the keyboard, blocked off grad[u]ally from inside the instrum[ent] by three assistants, note by no[te,] at first merely distorted, [then] finally muted altogether: t[he] ultimate piece for prepa[red] *piano, prepared into silen[ce]*. About two-thirds of the w[ay] through this kaleidoscopic p[ro]cess, which lasted about [...] minutes, the sonority was [no] longer recognisable as a pian[o;] rather nice someday maybe [to] make a *Birth of Schroeder*, [to] see at what point the kalei[do]scope becomes recognisable [as] a scale?

Another tour de force, this ti[me] of flute playing, was provided [by] the brilliant young flautist Ist[ván] Matuz, who gave part of Sá[ry's] *Voices* for flute and tape. I [say] "part," since *Voices* sho[uld] properly last anything from t[wo] to three hours, and has [no] definite conclusion. Its mi[d-]tonal inter-twining of two s[us]tained flute voices, one live, [one] on tape, has the character o[f a] spiritual exercise—a calm c[on]templation of tiny corresp[on]dences, tiny differences betw[een] two unbroken melodic lines ([the] performer must use the te[ch]nique of circular breathing, [in] through the nose, out of [the] mouth, without a break).

Works by two younger [...] newer Studio composers w[ere] also promising. I liked Barna Dukay's (b. 1950) *Plus alpha* [for] solo flute, with its lively intro[duction] and coda, and sprinkling [of] natural harmonics; and also [the] mathematical pieces of Gá[bor] Kósa (b. 1950)—*Origo* [and] *Hoquetus* for solo sustaining [and] percussive instruments res[pec]tively: an intriguing sequence [of] illogical rhythms and unpred[ict]able melodies, gently unfold[ing.] The Budapest New Music Stu[dio] already offers, after only [...] months of existence, a year-[long] season of fortnightly concert[s of] new music from all over [the] world. Can some positive [way] not be found next year wit[hin] the Music Weeks to recognise [its] importance, and its wealth [of] talent?

Music by Jeney and Sáry [is] now available for the first t[ime] on record, on Hungaroton SI[...] 11589.

Helpmann to resign from Australian Bal[let]

Sir Robert Helpmann is to [...] his term as director of the A[us]tralian Ballet at the end of J[...] 1976. He became co-direc[tor] with Dame Peggy van Praag[h] 1965 and assumed sole direc[tion] in January this year.

Miss Anne Woolliams, dire[ctor] of the Stuttgart Ballet School [is] appointed Artistic Dire[ctor] designate of the company.

Theatres this week

KING'S HEAD, Upper St., N.1—*Play by Play*. Robert Patrick's new play is just a long display of theatrical camp, for thespians only. But excellently played by a cast led by Sheila Hancock. Opened Monday.

GREENWOOD—*The Rainmaker*. Old-fashioned and sentimental American drama with Marianne Faithfull inappropriately beautiful. Opened Monday.

ALMOST FREE, Rupert St., W.1.—*Steer Clear of Kafka*. Amusing and thoughtful one-act lunchtime play, neatly done. Opened Monday.

ALBERY—*Lies!* Somewhat confusing piece that only gets up steam half-way through, but offers Wendy Hiller and Mich[ael] Aldridge as a bonus. Ope[ned] Tuesday.

YOUNG VIC—*All Walks of L[ife]*. Good evening of nonse[nse] derived from John Lenn[on's] books. Opened Tuesday.

HAYMARKET—*Betzi*. A pleas[ant] sentimental piece about [...] exiled Napoleon's penchant [for] the younger daughter of [his] hosts in St. Helena. Ope[ned] Wednesday.

ALDWYCH—*Too True to Good*. Shaw's gay farrago [of] philosophic nonsense splendi[dly] played by a company that [in]cludes Ian McKellen, Judi De[nch] and Anna Calder-Marsh[all]. Opened Thursday.

هكذا من الأصل

HOME NEWS

Tory peers win victory for owner-occupiers

BY JOHN HUNT

CONSERVATIVE peers gained their most important victory on the Community Land Bill in the Lords yesterday when they defeated the Government and wrote in an amendment protecting the rights of owner-occupiers.

The Bill enables local authorities to take development land into public ownership. In certain circumstances it would give the Environment Secretary the power to refuse a public inquiry to a person who was contesting a compulsory purchase order. It also gives him the right to disregard an objection in such cases.

The Conservative amendment, passed by a majority of 12 (44-32), reinstates the rights of the owner-occupier to object to a CPO and to have a public inquiry in all circumstances.

The amendment was carried despite objections from Baroness Birk, Under-Secretary for the Environment, who said it would create a preferential position for the owner-occupier and would mean that the whole scheme was "completely thrown."

It was no part of the Government's intention to dispossess residential owner-occupiers although there would be cases in which owner-occupied houses would be required by the local authority.

There was no obligation on the Secretary of State to use these particular powers. It would be politically rather stupid for the Government to deliberately do anything which would treat residential owner-occupiers harshly.

It was a myth that the Bill contained any new provision for acquiring owner-occupied housing or would lead to a massive acquisition of such housing, she said.

Basic right

For the Opposition Baroness Young pressed the amendment on the grounds that a public inquiry is a basic fundamental right which had always been embodied in the law.

The Conservatives inflicted another defeat on the Government and modified by a majority of 40 (73-33) the circumstances under which the Secretary of State could dispense with a CPO inquiry.

The Government will try to throw out the Tory amendments when the Bill returns to the Commons, but Ministers are becoming increasingly worried at the slow progress during the five-day committee stage in the Lords which is due to end on Tuesday.

If the committee stage has to go beyond that time the tightly packed legislative schedule for the remaining three weeks of the session would be thrown out of gear.

The Conservatives have now defeated the Government five times on the Lords committee stage. Originally 200 Opposition amendments were put down but more have been coming in each day and the total has now swollen to 420.

Earlier yesterday Baroness Birk accused Tory peers of trying to wreck the Bill by putting down "corrosive" amendments.

She did not want to pretend that this was not an extremely radical measure. "We do want to arrive at a situation where all significant development takes place on publicly owned land and all betterment accrues to the community."

She entirely repudiated allegations that the Bill went outside the democratic framework or was "inspired by Communist thinking, by Marxism or by authoritarianism."

Loyalists vote to expel Craig

Financial Times Reporter

AFTER SEVERAL weeks of wrangling, the Unionist Coalition in the Northern Ireland Convention has finally expelled Mr. William Craig, the Vanguard Party leader, and three of his colleagues, because of their support for the idea of a voluntary coalition Government in Ulster.

Yesterday's 24-0 vote that Mr. Craig should go leaves the Vanguard Party even more isolated in Loyalist politics.

However, the inconsistencies pointed out by Mr. John Taylor, one of three Official Unionists who abstained on yesterday's vote, are that Mr. Craig still represents the coalition as a Westminster MP and he and his party are still represented on the coalition's ruling body, the steering committee.

Nine of Mr. Craig's former Convention members in Vanguard are still in the coalition but, having resigned from their party in opposition to the leadership, now call themselves the United Ulster Unionist Movement.

They have given themselves the unhappy task of trying to bring about the eventual unity of all the Loyalist parties, an objective which was quickly forgotten when the Unionist coalition fragmented over the question of Mr. Craig's willingness to continue discussion with the minority Social Democratic and Labour Party about voluntary coalition Government.

But more significantly, yesterday's vote brought into the open the divisions in the Official Unionist Party which, with 19 Convention members, is the largest party in the coalition. Besides the three members who abstained, other notable figures in the party failed to attend the meeting.

NVT ready to move export machines

By Peter Cartwright, Midlands Correspondent

NORTON VILLIERS Triumph, which is responsible for marketing Bonnevilles, made by Meriden Motor Cycle Co-operative, plans to start moving the 1,000 machines in stock on Monday.

The agreement releasing £2m. of the £6m. export facility arranged for the Meriden bikes through the Export Credit Guarantee Department, was signed yesterday, after months of negotiations because the Treasury insisted on documentation for every sale in every country and State. All formalities are expected to be cleared within days.

Mr. Hugh Palin, NVT external affairs director, said it was expected to be able to take about 400 machines a week from Meriden, mainly for the U.S. market.

Meanwhile, NVT, which has already put its Wolverhampton operation making Norton Commandos and industrial engines into the hands of the receiver, is preparing a survival plan for Small Heath, Birmingham.

Small Heath makes Triumph Tridents, and is also now in the hands of a receiver.

"We have to accept, I think, that there is no possibility of NVT ever again being a major manufacturer. On the other hand, there is no reason why we cannot continue to play an important part in the industry. We have a first-class team which we must try to keep together," a spokesman said.

Domestic air fares 20% rise resisted by British Airways

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

A PLAN to raise fares by about 20 per cent. on the domestic trunk air routes between London and Glasgow, Edinburgh, Belfast and Prestwick from November 1 ran into bitter opposition from British Airways yesterday.

The plan, announced by the Civil Aviation Authority, is for the present London-Glasgow tourist single rate of £19 to rise to £23, with the first-class rate going up from £28.50 single to £34.

It also includes a new concept —a cheaper fare of £21 tourist single from Gatwick only, designed to encourage more passengers to use that airport at certain off-peak times.

Another new internal air fares concept proposed is the "Instant Purchase Excursion" or Ipex rate, available only at week-ends and only from Gatwick to Manchester at £20 return and to Glasgow and Edinburgh at £25 return.

Appeal planed

The British Airways reaction was immediately to reject the CAA's decisions. It said that it was preparing an appeal against the decisions and would charge only £19 single until the appeal was settled.

Its reasons were that, because it was running the highly successful no-reservations Heathrow-Glasgow Shuttle, with traffic increasing rapidly, passengers on that route would be discriminated against by the new fares.

Moreover, it said it had asked the CAA for an increase of only £2.50, from £19 to £21.50.

British Caledonian, which operates only out of Gatwick, welcomed the "Gatwick differential" for which it had argued in recent public hearings.

BCAL claimed that BA was "changing its tune" about competition on the trunk routes, and that it had recently claimed fares ought to go up by £4.

The Civil Aviation Authority said that the new fares would apply only to March 31, since the airlines would seek further rises from April 1.

It had agreed to raise fares because services incurring heavy losses needed increases to survive.

"At the same time, the CAA has introduced a differential designed to secure a modest shift in the balance of traffic between Heathrow and Gatwick, which will both benefit the public and show how far price considerations determine the choice of airports by the passenger."

The CAA said that on a number of occasions it had emphasised the pressing need to restore domestic air services to a profitable condition.

"This can be achieved only by raising fares in real terms, so as to remedy past underpricing as well as to keep pace with current cost increases, including oil prices. The need for an adequate operating surplus is all the greater in a period of rapid inflation."

New police powers proposed

INCREASED police powers of arrest and detention proposed yesterday in a major report to the Government on criminal procedure in Scotland are designed to result in more convictions, according to Lord Thomson, a leading Scottish judge and chairman of the committee which prepared the report.

The committee, appointed nearly six years ago, proposes wide-ranging changes in the procedure at criminal trials in Scotland.

But it says the existing system of criminal procedure is fundamentally sound and improvement—not radical change—is all that is necessary.

Lord Thomson said that there was a feeling that the pendulum was swinging too far in favour of the accused.

It is proposed that the police have a power of temporary arrest which would enable them to detain a suspect for up to six hours in a police station, to isolate him while the police continue their inquiries, and to search, fingerprint and question him.

The new power also includes authority to "stop and search" suspects in the street.

The new power involved encroachment on the liberty of the citizen, said Lord Thomson, but he did not feel it was an unfair encroachment.

"The proposal is inevitably a controversial one, but we believe that the power is not only desirable but is necessary in the interests of the public," he told an Edinburgh Press conference.

He said there were safeguards for citizens in the proposed procedure, such as the tape recording of statements by suspects.

Wilson rejects probe

MR. WILSON yesterday rejected a call for an inquiry into corruption in the North East.

The council at Blyth, Northumberland, had asked him to set up a judicial inquiry into allegations of malpractice in local government.

Such judicial tribunals could cause unwarranted anxiety, distress and injury to even quite innocent people caught up in the issues, a letter, signed by the Prime Minister's private secretary, said.

Blyth Council's call for an inquiry was backed up by the local Labour Party and the Blyth Valley branch of the local government officers' union.

Last year the regional council of the Labour Party—after its immediate past chairman Mr. Andrew Cunningham and Newcastle Labour leader Mr. Dan Smith, had been jailed for corruption in connection with the Poulson affair—asked for a party inquiry, but this was refused by the national executive.

To date, four prominent Labour men from the area have been jailed for corruption. Four more, and two senior police officers are awaiting trial on corruption charges.

Family insurance policy will cover wife's death

BY ERIC SHORT

THE Legal and General Life Assurance Society is launching the first family income policy, which can be payable on the death of the wife as well as on the death of the husband.

The normal income policy is taken out on the life of a particular person—usually the husband —the cover being over a particular period. The income becomes payable should this person die during this period and continues to the end of the term.

The new policy is written on the lives of both husband and wife and the income becomes payable when the first of them dies.

Mr. Colin Lewis of Legal and General said yesterday that the work done by the wife has a considerable monetary value which most husbands do not appreciate until they have to pay directly for help in the home.

The society's researches estimate that in these terms, a housewive with young children could be worth as much as £71 a week—the cost of employing a housekeeper, part-time cleaner and nannie. Even when there are no children, the value of the wife's work could be £31.

Husbands were usually underinsured, spending more insuring their car than their own lives, but insurance of wives was rare, Mr. Lewis said. The new policy from Legal and General had been designed to provide cover for both husband and wife.

There was also the option to link the cover to the cost of living so that the value of the income at the start increased each year in line with inflation. The premiums would increase proportionately.

This type of contract has been marketed for many years in the U.S. and Canada.

Coalport opens new factory

A NEW £500,000 factory for Coalport China at Fenton, Stoke-on-Trent, was officially opened yesterday by Mr. Gregor MacKenzie, Minister of State for Industry.

The company employs 600 skilled workers in Stoke and the new factory will provide 120 more jobs.

School inquiry team changed

TWO MEMBERS of the committee of inquiry set up by the Inner London Education Authority to probe the teaching, organisation and management of William Tyndale Junior and Infants' Schools, Islington, have had to withdraw for business or personal reasons, ILEA announced yesterday.

They are Mrs. Leila Campbell (Lab.), borough representative for Camden, and Mr. Reginald Watts (Con.), borough representative for Westminster. They are replaced by Mrs. Gladys Dimson (Lab., Battersea North) and Mrs. Diana Geddes (Con., Lambeth, Streatham).

The inquiry opens on Monday at County Hall.

CHESS SOLUTIONS

Solution to Position No. 85. QxN ? loses to 1 . . . Q-N8 ch; K-N3, Q-B7 ch; 3 K-N4, QxP ch; B-N3, P-R4 ch; 5 K-R4, Q-K5 ch! QxQ, B-B3 mate. Geller saw his coming, played 1 N-N5! and won.

Solution to Problem No. 85. B-K2, P-R6; 2 B-R5, KxR; N-R4, KxN; 4 B-K8 mate.

FT plan would end demarcation

BY JOHN WYLES, LABOUR REPORTER

RADICAL SUGGESTIONS from the Financial Times management for basing plans to introduce new printing technology on the elimination of traditional union demarcation lines are unlikely to be accepted as a basis for discussion by leaders of the National Graphical Association next week.

The NGA is one of the printing unions which will be principally affected by new technology plans now being devised by a number of national newspapers.

The Daily Mirror will take its proposals a stage further next Tuesday when it is expected to outline to union leaders plans for reorganising its production in Manchester.

It remains to be seen whether these involve the fundamental change in working practices which have been suggested by the FT. Mr. Joe Wade, the NGA's assistant general secretary, said that, although there was some merit in the FT's ideas, they were unlikely to be acceptable to the NGA's national council next week.

The ideas, which management insists are not firm proposals, are set out in a document which suggests how the FT's production department might be reorganised to implement the new development plan outlined to printing unions in July.

Under this plan total staff will be reduced from 1,329 to 796 and the document proposes that the printing unions organise their staff into a "joint technology section."

Union leaders believe that anxieties about the contents of the document and fears that secret negotiations were under way lay behind the dispute involving NGA members which halted publication of the FT on Thursday.

At that time, however, the NGA chapel made no reference to the document. It sought specifically a guarantee that there would be no compulsory redundancies stemming from the new technology.

Of major significance to the unions is the FT's suggestion in its document that jobs in the new technology would not be allocated according to "traditional territorial concepts," but on the basis of the "objectively assessed" suitability of the individual."

In addition, management would supplement union subscriptions so that each union would receive an amount equivalent to subscriptions from the whole group.

Overall implementation of the plan would be the responsibility of a joint supervisory board, comprising two full-time directors of the FT and printing union national officers. The FT suggests the chairman of the TUC's printing industries committee would be the appropriate first chairman of the board.

The FT says in its document that it recognises its social obligations to people who lose their jobs under the new technology. Accordingly it suggests special retraining programmes and a protection of earnings scheme which would guarantee that once an employee leaves the FT his earnings in his new employment do not fall below his FT earnings in July of this year.

OVERSEAS NEWS

Second Turkish envoy murdered within 3 days

BY RUPERT CORNWELL

PARIS, Oct. 24.

TURKEY'S Ambassador to France, Mr. Ismael Erez, was shot dead by unidentified gunmen in Western Paris this morning—the second time in three days that an envoy from Ankara has been assassinated in Western Europe.

Mr. Erez was returning to his embassy after a morning reception when his Mercedes car was ambushed as it was turning from a bridge onto the Rightbank expressway along the Seine. An eyewitness said there was a quick volley of gunfire, and then two or three youths ran from the scene, leaving the Ambassador and his chauffeur dead in the car. The gunmen had dark complexions and wore blue jeans.

As in the case of Mr. Danis Tunaligil, Turkish Ambassador to Austria, machine-gunned to death by three men who had burst into his embassy in Vienna on Wednesday. French police have no firm leads. Nor, so far, has any organisation claimed responsibility.

The Vienna killing was first claimed by an Armenian Liberation Organisation operating from New York, and immediate speculation was that a similar body could be behind to-day's ambush. Other suggestions were that a Greek - Cypriot extremist organisation might be responsible.

In any case, the shooting will do no good whatsoever to Turkey's already strained relations with France. In 1973 Ankara protested at a statue in Marseilles, portraying the alleged genocide of Armenians between 1915 and 1920 by Turkish troops. More recently Paris has enraged Turkey by openly siding with Greece, both over Cyprus and over EEC membership.

Metin Munir reports from Ankara: Officials here believe that there is a systematic terrorist campaign against hte Turkish diplomatic service, but have no concrete evidence as to which group is behind it. Privately, official speculation is focussed on Greek Cypriot groups, particularly the Eoka B group. It was one day after Turkish Foreign Minister Ihsan Sabri Caglayangil indicated Turkey's readiness to discuss all aspects of the Cyprus problem, including territorial concessions and refugees, that the first Ambassador was murdered. The officials here are nonplussed that no group has claimed responsibility for the murders. They believe, however, that the terrorist aim is to provoke Turkey into embarking on further military campaigns on the island, thus getting embroiled in a terrorist campaign on the island itself.

Prime Minister Suleyman Demirel cut short his visit to the provinces and on his way back to Ankara to chair an extraordinary meeting of his coalition Cabinet.

● Turkish embassy officials in Vienna said to-day the murder of the Turkish ambassador in Paris strengthened their belief that the killing of the Turkish ambassador in Vienna on Wednesday was a purely political act.

Austrian police continued the search for the murderers despite the belief that the killers had meanwhile left the country and were perhaps even identical with the killers in Paris.

UPI

S.Africa 'invades' Angola —MLPA

LUANDA, Oct. 24.

THE ANGOLAN Interior Ministry to-day ordered all foreign residents to report to the police within three days as the MPLA liberation group began a recruiting drive to repel what it termed an invasion from South Africa and Zaire.

The military wing of the MPLA—the Popular Movement for The Liberation of Angola —said last night the country was living through an emergency and called up men between 18 and 35 after a day of intense artillery duels north of this MPLA-held capital.

The MPLA said South African troops were advancing on the Huila provincial capital of Sa da Bandeira, about 155 miles from South West Africa (Namibia). It added that Zaire forces were operating with foreign mercenaries north east of Luanda.

The MPLA said the actions in the south and northeast were designed to prevent the territory from becoming independent on November 11.

● Defence headquarters in Pretoria to-day declined all comment on reports from Luanda that a large force of South African troops had invaded Angola from South West Africa.

South African forces have frequently been accused of crossing the border. Most of these charges have been officially ignored here and cannot be published in South African newspapers without special permission from the Defence Ministry.

Last month, however, the Government published details of exchanges with the Portuguese Government in which South Africa admitted its soldiers had crossed into Angola to protect an important hydro-electric project now near completion at Ruacana.

Reuter

Spanish Sahara talks in Madrid

MADRID, Oct. 24.

MOROCCAN Foreign Minister Ahmed Laraki arrived here to-day in an effort to avert a showdown with Spain over the Spanish Sahara issue.

Dr. Laraki told reporters that dialogue was the best way of reducing the tension surrounding a planned March next week by 350,000 Moroccans into the phosphate-rich Sahara territory. Dr. Laraki is to meet Spanish Prime Minister Carlos Arias Navarro. Reuter

James Buxton reports from Marrakesh: The Moroccan Government denied reports that the march of 350,000 unarmed civilians into the territory would be halted.

But the possibility of only a token march taking place was not specifically denied and it was stated that negotiations were proceeding in tandem with the march, now gathering strength. It was a question of what was the more effective, Mr. Ahmed Benhima the Minister of Information made clear.

According to sources close to the government Spain and Morocco came near to an understanding when the Spanish envoy Sr. Jose Solis saw King Hassan here earlier this week. It is suggested that although details have yet to be hammered out, Spain would be prepared to withdraw its troops from the disputed territory and let Morocco and Mauretania, both of which claim parts of it, divide it between them. It is likely that Spain would want an assurance that Morocco would give it access to a share of the phosphate resources of the territory.

The impression that Spain is preparing to withdraw from the territory was reinforced to-day by reports reaching here that Spain was starting to remove the minefields which were said to have been laid along the border with Morocco. But much must depend on the political situation in Spain and the illness of General Franco

If Spain decided to withdraw it seems likely that to satisfy expectations generated in Morocco in the past week at least a token march into the territory would take place. Spain is said to have been impressed by the widespread support Morocco has received in the Arab world.

UNITED Nations Secretary General Kurt Waldheim will leave for North Africa and Spain on Saturday to try to help resolve the crisis over the Spanish Sahara, a UN spokesman announced in New York to-day. Dr. Waldheim will go to Morocco, Mauretania, Algeria and Spain. Reuter

The marchers may well be prepared to return home without marching if Morocco obtained what it set out to achieve. But it is less certain whether Algeria would accept a fait accompli. Algeria upholds the right of the territory to self determination, a right which the UN has pressed for. Algeria hopes that an independent Spanish Sahara would grant Algeria access to the Atlantic for its iron-ore exports from mines near the border, and would give it cheap phosphates.

But Algeria has apparently received very little Arab support for its position. If Morocco occupied the territory, Algeria could stimulate increased guerilla action, but Moroccan military sources claim that the Frente Polisario would find it difficult to operate effectively in the largely desert terrain.

Our Tunis correspondent reports: The Tunisian Foreign Minister, Mr. Habib Chatti, left Tunis on Thursday carrying President Bourguiba's message about the Spanish Sahara to the Algerian President and King Hassan. Observers in Tunis agree that the reason for Mr. Chatti's trip is the growing tension between Algeria and Morocco over the Spanish Sahara.

100 Ethiopians killed in oil convoy ambush

By Gwynne Roberts

GUERILLAS ambushed an oil tanker convoy near the Eritrean port of Assab this week killing at least 100 Ethiopian soldiers, diplomatic sources reported yesterday.

The fatal casualties followed an attempt by the Ethiopian army to rescue a column of lorries which came under fire from Eritrean rebels along the Assab-Addis Ababa main road several days ago.

The two wings of the Eritrean Liberation Front (ELF), which are fighting for independence from Ethiopia, are awaiting the arrival of heavy weaponry from Syria and Iraq. But it is uncertain whether the ambushers used any new arms supplies against the Ethiopian troops.

Meanwhile, Ethiopian troops were reported to be making house-to-house searches in Asmara for the kidnapped honorary British counsul Basil Burwood-Taylor, 58, who was snatched at gunpoint yesterday from his office, apparently by an ELF squad.

Siemens 'to go it alone' in computers

BY NICHOLAS COLCHESTER

BONN, Oct. 24.

DISILLUSIONED by the collapse of Unidata, the European computer venture, the German computer industry now appears set on the idea of "going it alone." The management of Siemens made it clear at a Press conference this week that it was no longer interested in capital involvement with other computer companies. At the same time the Bonn Technology Ministry completed a paper entitled "the creation of a viable German data processing industry" which conveys much the same message.

After the French pulled out of Unidata rumours of Siemens' next "marriage" began to fly, with Univac of the U.S. emerging as the hottest tip and ICL of Britain as a possibility. Either to scotch these rumours, or perhaps as part of the tactics of courtship, Siemens told the Press on Thursday that it would limit future co-operation to making use of other manufacturers' technology through licences or component purchases. Siemens would not attempt to offer a full range of computers, and it was not interested in mergers that merely led to it acting as a sales agent for other company's machinery.

Siemens reckons that it is well equipped for the period till 1980 with the ex-Unidata 7700 family of computers, although this still depends on CII of France producing the two biggest machines in this range on time. For the succeeding generation of computers, Siemens will make use of other people's technology on the basis just described and reckons that the final products will contain about 50 per cent. of Siemens technology and 50 per cent. of other people's. Since the new series will be based on the "building block" principle, Siemens feels that it will need to develop only one or two central processors for the complete range.

The Research Ministry, in a paper it has submitted to a Parliamentary committee, also favours technical rather than financial co-operation. One of its key points is, however, that German public procurement policy in the computer field should be steered more in favour of German and European computers. The paper will form part of the material that the Parliamentary committee will consider drafting a third "data-processing programme" for the German Government.

'Afrikaner takeover' opposed

JOHANNESBURG, Oct. 24.

A TAKEOVER of South Africa's second largest newspaper group by millionaire businessman Louis Luyt would "realise Nationalist Afrikanerdom's last dream of controlling its own English-language newspapers to spread propaganda" the Rand Daily Mail said to-day.

Mr. Luyt, aged 43, chairman of a fertiliser company, said yesterday he intends to make a cash offer for the shares of South African Associated Newspaper (SAAN). He is regarded politically as a supporter of the ruling Nationalist Party

Mr. Raymond Louw, editor of the Rand Daily Mail, largest in the SAAN group, described in an editorial suggestions that Mr. Luyt would leave politics to the editors as "patent nonsense in the intense political climate and survivalist nationalism in this country. In effect, this will mean that the last dream of Nationalist Afrikanerdom — to control its own English newspapers to sow its propaganda among the English — will have been realised."

Reuter

Planning chief in Poland dismissed

By Paul Lendvai

VIENNA, Oct. 24.

THE SEJM, the Polish Parliament, yesterday relieved Mr. Mieczyslaw Jagielski, the Polish planning chief since 1971 and elected Mr. Tadeusz Wrzaszyk, the Minister of machine-building industry both as his successor and as Deputy Premier. Mr Tadeusz Pyka, deptuy chairman of the Planning Commission was also promoted to deputy Premier.

Though the 51-year-old Mr. Jagielski remains member of the ruling Politbureau and deputy Premier his replacement, only some six weeks before the next party Congress, comes as a surprise. Since 1964 candidate and since 1971 member of the Politburo, Mr. Jagielski has had a profound influence on Polish economic policy

U.S. sells further 1.2m. tonnes of grain to Russia

BY JOHN EDWARDS, COMMODITIES EDITOR

A SPATE of new U.S. grain sales to the Soviet Union were announced yesterday, less than a week after the Ford Administration lifted the embargo on exports following the conclusion of a long term grain and oil deal. Sales totalling 1.2m. tonnes of U.S. maize to Russia were announced in quick succession by three of the big international grain dealers currently in negotiations in Moscow.

The Soviet Union is entitled to buy up to 7m. tonnes more grain from the U.S. this season, before the long-term deal comes into effect next October after which Russia has agreed to prchase at least 6m. tonnes annually for five years.

Yesterday the U.S. Department of Agriculture formally reduced its estimate of the Soviet Union harvest to 160m. tonnes compared with its previous estimate of 170m. tonnes and the original Russian target of 215m. tonnes. Although 160m. tonnes would be the poorest Soviet harvest since the early-1960s it is felt extra Russian purchases of U.S. grain will be limited to only 7m. tonnes because of transport problems. So Chicago market reaction to the maize sale announcements was relatively subdued.

It is calculated that so far Russia has bought over 23m. tonnes of grain on world markets, including 10.4m. tonnes from the U.S. prior to the export embargo that was imposed last August while a long-term deal was negotiated.

Nyerere makes election hint of resignation

BY BRIDGET BLOOM, AFRICA CORRESPONDENT

DAR ES SALAAM, Oct. 24.

TANZANIA GOES to the polls on Sunday for the third time since its independence. While there can be no doubt about the re-election of President Nyerere who is the sole presidential candidate, a substantial number of Members of Parliament including several Ministers, may well, judged on the results of previous elections, lose their seats.

The campaign, which ends to-morrow, has proceeded quietly. Election rules have been toughened this year to exclude personal attacks by candidates on each other. Two candidates are standing for each of the 96 constituencies on the mainland (MPs from Zanzibar are still nominated) but since all must be members of the ruling party Tanu and all must campaign only on the Tanu manifesto, there have been no fireworks.

Interest has centred on President Nyerere's own appeal to the voters to reject leaders who are "a burden to the people." The President complained that Tanzania had too many desk-bound bureaucrats. There has also been a great deal of discussion of President Nyerere's pre-election speech in which he raised the possibility that he might resign the presidency on the grounds that too long a tenure of the top office of State by one man could be bad for the country.

Although in the same speech he accepted the presidential nomination for a further five-year term, President Nyerere has clearly not ruled out the possibility of resigning the presidency in 1980 to become for example a sort of Tanzanian Chairman Mao, with another man taking over as President.

His immediate aim in raising the succession issue has been to have it publicly, instead of as in many other African countries, privately discussed. But there are suggestions here that President Nyerere is already thinking of the possiblity that Aboud Jumbe, the First Vice-President and Zanzibari leader, eventually becoming President. This, however, would require the formal merger of Tanu and Zanzibar's Afro-Shirazi Party, for which mainland leaders and Mr. Jumbe himself have begun to campaign in the last few weeks.

Meanwhile, although there has been a notable improvement in food production Tanzania is still in serious economic straits with foreign exchange reserves only sufficient to cover two weeks' imports. Last year's balance of payments deficit almost tripled that of 1973, rising from 979.3m. to 2,515m. shillings. Drastic import restrictions, plus new expenditure curbs, are in operation but according to the central bank governors the consumer price index has risen by 43 per cent. in the last 12 months. The main problems have been the serious droughts of 1973 and 1974 necessitating huge imports of foodstuffs as well as oil price increases, imported inflation and depressed commodity prices.

THE FINANCIAL TIMES

(Established 1888)
Incorporating THE FINANCIAL NEWS
(Established 1884)

Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON, EC4P 4BY.
Telephone Day & Night: 01-248 8000. Telegrams: Finantimo, London
Telex: 886341/2, 883897
For Share Index and Business News Summary Ring: 01-246 8026

Birmingham: George House, George Road 021-454 0922
Dublin: 8 Fitzwilliam Sq. 785321
Edinburgh: 18 Hanover St. .. 031-226 4120
Leeds: Permanent House, The Headrow 0532 454969
Manchester: Queens House, Queen St. 061-834 9381
Paris: 36 Rue du Sentier 236.60.59 (editorial) 236.86.01 (business)
Bonn: Pressehaus 11/104 Heussallee 2-10 222596
Frankfurt: Frankfurt / am Main, Im Sachsenlager 13 555730 (editorial) 554667 (business)
Brussels: 39 Rue Ducale 129037
Rome: Via della Mercede 55 .... 678 3314
Stockholm: Raalambsvägen 7, 105 17 Stockholm. Tel: 50 60 88
New York: 75 Rockefeller Plaza, NY 10019 Editorial—212 541 4625 Business—212 489 8300
Washington: Second Floor, 1325, E. Street, N.W., Washington D.C. 202 347 8676
Toronto: 285 Ont. & Charles St. E. 416 921 5575
Jo'burg: 411 Santam Building, Commissioner Street, P.O. Box 2128, 838 7009
Sydney: 304 Sussex Street (Cnr. Liverpool Street), Box 3888 GPO 2001 Tel: 619 517, 019 773
Tokyo: 8th Floor, Nihon Keizai Shimbun Building, 1-9-5 Otemachi, Chiyoda-ku. Tel: 241 2920

SATURDAY, OCTOBER 25, 1975

Competition to spend

WE COMMENTED last week on the marked difference of attitude between the Chancellor and the Governor of the Bank of England towards the size and financing of the public sector borrowing requirement. One reason for this difference became clear over the weekend, with the publication of the money supply figures for the month to mid-September: growth accelerated sharply during this period.

The Government's failure to announce determined cuts in the level of public expenditure has therefore remained one of the main factors affecting markets this week. The City had hoped that the Chancellor would take the Mansion House dinner as an occasion both for admitting that the public sector borrowing requirement had risen sharply instead of falling as intended and for announcing new steps to put matters right. It got neither: it got, in fact, a statement that the *growth* rate of the borrowing requirement might decline next year but not (by implication) its absolute size.

Unplanned growth

The same story has been carried a little further this week. Measures of some sort, including the "cash limits" of which so much was heard earlier in the year, are evidently to be taken to discourage local authorities from over-spending again in 1976-77; but it remains to be seen whether the Government is prepared to lay down limits for each authority (which would require legislation) and whether any alternative can be sufficiently effective to ensure that the spending party really is at last over. As for the public sector borrowing requirement as a whole, the Chancellor has said this week that he does not think it will have to be sharply reined in until 1977-78 and has informed the Opposition that its growth already seems to be slowing down markedly.

If the estimate for the current financial year has already risen from £9bn. to some £12bn., as is widely believed in the City, some deceleration in the rate of growth is certainly to be looked for from now onwards. But that alone will not be enough. The real fear in the City is not so much the immediate size of public spending, which might be acceptable in mid-recession for all the financing difficulties it causes if it had been planned, as the unplanned way in which it seems to have grown. If public expenditure is out of control now, it will take rapid and determined action to bring it back under control by the time that the economy is moving out of recession.

The issues at stake can be illustrated from this week's economic indicators. Unemployment is still rising steadily and personal spending seems to have dropped further in the third quarter. The Price Commission thinks that prices may now be on the turn but admits that there may be a difficult patch ahead until the limit on pay increases reduces the rate of increase in domestic costs and helps to prevent a further drop in the exchange rate from aggravating the recovery in the price of imported raw materials. It remains to be seen how long the understanding between the Government and the TUC will survive not only rising unemployment but falling standards of living.

Even if it survives to be replaced by a more flexible arrangement next summer, however, the private sector cannot grow for any length of time unless the public sector restricts its demands. So far as industrial demand for credit is concerned, the Chancellor seems to have taken the point in theory: he apparently intends to hold back public sector demand as private demand rises, and the main question is whether he will be able to carry out his intentions unless he begins to squeeze the growth of public expenditure more quickly. But the same is true of consumers' expenditure, which is a much larger part of total demand. As output recovers and incomes increase, consumers will want more to spend. They will not be ready, as past experience has shown, to hand over much of the increase in their incomes as tax in return for a "social wage": if the Government seeks to enforce such an exchange the result will be renewed inflation. If we are to have any real growth and stable prices, therefore, the Government cannot delay a real attack on the growth of public expenditure any longer. If, by some unlikely chance, the Chancellor were to cut too much too soon, he can readily make good the mistake by reducing taxation.

Britain's car makers change gear in a new sales drive

By TERRY DODSWORTH

AT MOTOR SHOW time the car industry displays its brightest *face and this year has been no* exception. But behind the glitter and cosmetics at Earls Court the Show has been overshadowed by events off-stage: by the cut-throat marketing battle which has been building up all year, the re-emergence of British Leyland as a State-controlled concern with all that implies in terms of competitive financial resources, the constant talk of import controls, and the fear of a plummeting market.

Taken together, these factors are forcing change on the industry in a way that it has not experienced since the war. This is most clearly evident in the marketing battle, which has built up to a crescendo since Chrysler's cut-price hire purchase scheme in January, and which is directly attributable to the pressures created by declining sales and rising imports.

By the time the show cars were driven onto their stands at Earls Court, the struggle to hang on to sales had led to radical *changes in model fitments*, distinct switches in pricing policies, and a range of improved incentives such as BL's Supercover which gives 12 months' unlimited mileage warranty, and AA membership for a year.

Allowed to lapse

Given the financial weakness of the car companies, these moves may have the air of short-term protective measures which *will be allowed to lapse* as soon as demand improves. But it is already clear that on the issues of improved quality, service and warranty—the question which the car companies have been able to brush aside for years on the strength of a booming market—the industry will find it hard to retreat.

For one thing, customers will be reluctant to accept a slide back to the old conditions; for another, several of the improvements now being made, particularly on service *and warranty, will be enshrined* in the Code of Conduct which is due to be issued under the guidance of the Office of Fair Trading at the beginning of next year.

There are still many sceptics unwilling to believe that the British car companies have the will to improve the quality of their product. The fact is, however, that both the manufacturers and their dealers have now manoeuvred themselves into a position where it would be very expensive if they failed to do so. The interest of these companies must be to reduce the claims to which they are now exposed by getting the product right in the first place. It is significant that in their current round of discussions with their trade unions, both British Leyland and Chrysler are hammering away at the quality issue.

The other major evidence of shift in marketing policy was apparent on both the British Leyland and Ford stands at Earls Court. Their approaches are not identical, but broadly each is following a policy of trying to offer more extras to the customer. This is an area where the British industry has come under heavy criticism in recent years, and even heavier pressure from Japanese and French importers who have standardised many items which appear as extras on British makes. Hence BL has revamped both the Allegros and Marina, and Ford has added several items (heated rear windows and so on) to some cars in its range.

Ford has also led the way towards a radical switch in pricing policy which has been forced on the British companies by cheaper imports. The launch of the cut price Escort Popular, followed by a trimmed-down Capri, reversed the policy of the last decade which had seen Ford happy to desert the basic economy end of the market, both in size of vehicle and engine economy. Vauxhall has followed the example on prices, cutting back on special editions of the Viva, and the Chevette.

There is little question that these policies should find more long-term favour with motorists than the panicky discounting which was such a feature of marketing tactics earlier in the year—and which, for example, has done little to lift Chrysler's market share. But whether these product and marketing changes will be sufficient to push importers back from their present 33 per cent. of the U.K. market to the 25 per cent. or so which the Government seems to have decided is an acceptable level, remains to be seen.

The British industry appears to believe that the battle can be won without import controls. Throughout the Motor Show, senior executives have emphasised the commitment to free trade, stressing that the basis of Britain's overall strength in motor industry exports depends on an open market at home. But it is not at all clear when or how they can achieve what the Government wants.

In the first place, before the British companies can push aside Renault, Volkswagen and Datsun, the prime manufacturers of small economy cars who have done so well this year, there will have to be a change in policy aimed at producing smaller cars. Late next year Ford will have its small Bobcat, and BL is in the process of revamping the Mini. But this year the main response to the economy lobby from the British industry has been to alter the carburation on some cars to improve petrol consumption. The only new small car came from Reliant, the minnow of the British industry.

Reliant has produced the Kitten and, while not as sophisticated as some of the Continental opposition, it will provide an intriguing marketing case study. It answers many of the pleas of the motor industry's critics, having a glass-fibre, non-rust body, a long-life aluminium engine, and great economy—50 mpg for average driving, it is claimed. Even selling the Kitten at about £1,500, Reliant which has taken 1,400 orders for the car at Earls Court, appears to be on the way to proving that part of the answer to meeting the challenge of imports will be to introduce new models at home.

Secondly, there is the question of the impact on imports which the increasing European integration of both Chrysler (Chrysler U.K., and Simca France) and General Motors (Vauxhall and Opel) will have. In effect the multinationals, while firmly set against import controls, have a relationship with their other European branches which make them involuntary, if still modest, importers.

Controlled by Detroit, both Chrysler and Vauxhall are moving steadily towards vassal status in relation to their Continental sister companies—Opel, the General Motors subsidiary in Germany, and Simca, Chrysler's French concern. Within the latter half of this year—to take two cars shown for the first time at Earls Court—Chrysler will begin importing the French-made Alpine, with a market share target of over 1 per cent., to add to Simca's range which already has 1.4 per cent. (against Chrysler U.K.'s 6.8 per cent.); and Vauxhall is bringing in the Opel-made Cavalier (its first German car to be sold as a Vauxhall) to sell in competition with the existing Opel range.

Ashley Ashwood

As the Earls Court Show ends to-day, the battle for increased car sales continues in showrooms throughout the country. British Leyland builds its hopes on the Supercover scheme which gives 12 months' unlimited mileage warranty and a year's AA membership. Above: Mr. Henry Coldham (right), sales manager at the BL Piccadilly showrooms, explains Supercover to a potential customer.

Expensive import

For the time being Ford has stopped bringing in its luxury Ghia cars from the Continent (a fact that has not been greatly noticed because for some reason the sale of Ford's Continental-produced cars have not recently *been shown* as imports in the Society of Motor Manufacturers and Traders); but the company is planning to shift all its big car production to Germany, which means that the Granada range will then become an expensive import.

The obverse of the import problem is whether car exports can be pushed back to a level where they earn a healthy surplus over imports. According to figures from the SMMT, the money spent on car imports this year (£348m.) has slightly overtaken earnings on exports (£338m.), historically an unusual situation for the car industry.

The danger of such a slide is two-fold. First, if combined with a continued loss of market share in the U.K., it will mean a loss of volume, and for the large popular car producers, profits are closely tied to the economies of scale. (The Commons Expenditure Committee report on the industry concluded that, probably because of their limited scale, both *Chrysler and Vauxhall were* "in a long-term loss-making situation.")

Second, if the industry loses output and stabilises at a lower level of production, the entire network of component companies and foundries which supply it could also wither, and that carries with it the danger that they will lose the vitality and inventiveness which have carried them into a multitude of overseas markets.

Much of the burden of improving Britain's car exporting record falls on the shoulders of BL, and one of the points of interest on its Motor Show stand this year lies in the clues it gives to the company's overseas strategy. For example, both the new XJS and the TR7 were designed for the U.S. market. The new management has already made it clear that the Marina will be withdrawn from the competitive small saloon market in the U.S., and every effort will be made to expand sports car sales, where, at the lower end of the range, BL has a unique and possibly under-exploited line of products.

One of the features of the show, indeed, was the evidence it displayed of the ebullience of the British specialist and sports car manufacturers, who all see major opportunities in the U.S.

Lotus has emerged with a range of three models, all using economical engines fully equipped to meet U.S. emission laws, and relatively cheaper than most of the competition. Rolls-Royce, at the other end of the range, is the only British car company that can point to increased sales this year.

In Europe, the major challenge again lies with BL. This is partly a consequence of the task imposed by Lord Ryder's rescue plan, which identifies the EEC as the major growth *market for the company.* But equally it is affected by the marketing policies of the multinationals. Over the last decade the three U.S.-controlled companies have tended to increase the supply of their European markets, either by accident or design, from their Continental plants. The disadvantage of this policy to the British companies is that production for overseas is being increasingly concentrated on knock-down equipment for overseas assembly which tends to be a less-profitable business than built-up cars.

Encouraging signs

Two encouraging signs at Earls Court were that both the Vauxhall Chevette and the Ford Escort are, to some degree, taking their companies back into Europe. But it is still true that unless there is a dramatic switch in policy, the argument used by the British motor industry *in favour of going* into Europe—that it opened up a vast and wealthy market—has far less relevance to car than to component exports.

These issues are bound to figure in the continuing debate on the industry as the Cabinet absorbs the Think Tank report and prepares its new industrial strategy. If the British industry does suffer a further sales decline at home—and Chrysler which yesterday cut back drastically on its work schedules for the rest of the year is predicting a grim winter — then the debate will almost certainly be sharpened by further financial crises. Whatever happens there will be plenty of activity until the next Show rolls-up again at Earls Court next year.

Letters to the Editor

Wealth tax

From Dr. M. Ellman.

Sir,—Michael Thompson-Noel's article (October 18) was yet a further example of the special pleading which, if successful, will have a serious detrimental effect on the economy.

To permit special treatment for wealth tax purposes of a certain class of assets (such as works of art) will simply encourage wealth holders to substitute the tax favoured wealth for non-tax favoured wealth. This will benefit a tiny minority which it is one of the ostensible objects of the wealth tax to tax, because their assets will both rise in value and be exempt from the tax, and it will divert funds that could have been devoted to productive business purposes. There is a clear case, on both equity and efficiency grounds, for a tax on non-productive wealth (works of art, gold and diamonds) and wealth producing an income independent of any effort (such as real estate), which is additive, that is, additional to all existing taxes. If this produces substantial exports of works of art so much the better. This would be, in my opinion, a better way of improving the balance of payments than further increases in unemployment. (It would, of course, be necessary, one way or another, to protect the position of living artists.)

The only good case for special treatment for certain kinds of assets concerns productive assets, often held via close companies. The case for this was, of course, recognised in the Green Paper on wealth tax (paragraphs 33-35). The owners of such assets produce useful goods and services and provide employment, and there is an obvious case for ensuring that building up or running a small business should be fiscally attractive rather than the reverse.

The immense pressure exerted by a small number of very wealthy owners and dealers to exempt from wealth tax a class of non-productive assets is a remarkable commentary both on the British class structure and the reasons for Britain's economic decline. To give in to it would have a serious effect both on efficiency and equity.

M. J. Ellman,
University of Cambridge,
Department of Applied Economics,
Sidgwick Avenue, Cambridge.

Paradoxes

From The Estates Bursar, Pembroke College, Oxford.

Sir,—Sir Roy Harrod (October 21) sees an extraordinary paradox in the Chancellor's speech at the Mansion House. But what greater paradox can there be than that Sir Roy, "a *Conservative,*" should be thinking about import/wage/price controls as a solution to the problem of unemployment?

P. J. Cuff.
Pembroke College,
Oxford.

Sandwich students

From Mr. J. Anderson.

Sir,—With reference to Mr. Bishop's letter (October 15) and comments on your Education Correspondent's report (September 27), I wish to quote some factual evidence derived from a survey I made recently of a small sample (58) of our students of engineering and business studies. These students follow a four-year sandwich course and are not above normal university age and neither are they "rejected university applicants." Mostly they are from middle class or working class backgrounds.

The survey shows that in retrospect 80 per cent. are glad they opted for a sandwich course and 83 per cent. are well satisfied with the professional training they received through their attachment to industrial or commercial organisations. The proportion who would recommend their particular employers for integrated training is 69 per cent. and 86 per cent. would recommend other students to enrol for a sandwich course.

The employers involved are almost unanimous in commending students for their diligence and contribution to the activities of their enterprises. Only two *students have decided not to* seek a career in industry or commerce.

It is a pity that the scope of the PEP report quoted did not include University based sandwich students. I also deplore those Dismal Jimmies from some Oxbridge colleges who seem to use their ivory heads to make rash generalised statements in the Press regarding apathy and poor motivation in students. Perhaps they have been unlucky, but at this University we have had this year a 20 per cent. increase in well qualified applicants and our enrolment is now higher than ever before.

J. I. Anderson,
Department of Management Studies,
University of Technology,
Loughborough, Leicestershire.

Foresight

From Mr. G. Swain

Sir,—The decision to close power stations in the face of winter because demand has fallen off during a long hot summer does little to encourage belief in the foresight of those who control essential State enterprises.

G. W. Swain,
Hirondelle House,
Flitcham,
King's Lynn, Norfolk.

Cars

From The Secretary, Movement for London.

Sir,—the argument espoused by Mr. D. Aston (October 18) offers the most specious form of special pleading against the motor-car and its use.

I really do fail to see why it should be regarded as equitable, as he suggests, to disallow legitimate business travel expenditure by car against tax, while permitting it for all other forms of travel. Given the level of taxation already imposed upon the road user at source (amounting *in toto* to some £3bn. annually), it does seem iniquitous to expect road travellers to have what is in effect a second tax levied on the same expenditure.

The motor-car, as Mr. Aston admits, is an efficient and comfortable business tool: the same machine, unlike most other business tools, can also give considerable leisure enjoyment. The most cautious of the recent Department of the Environment forecasts indicates an increase of about 50 per cent. in car ownership and use in the next 15 years. By then some 75 per cent. of households will have the direct use of a car.

It would be thoroughly illogical, not to say vindictive, to want to penalise further those families—already a firm majority in Britain—who vote with their purses to maintain a car.

Andrew Warren.
26, Manchester Square W.1.

Motorways

From Mr. G. Stern.

Sir,—Andrew Warren's enthusiasm in defending motorways surely entitles him to be named the Joe Frazier of the correspondence columns (October 14). *His citing £30m.*, however, as the cost of road accidents net of payments by motorists' insurance policies shows that he has not understood the 1968 Ministry of Transport Report *Road Track Costs* which he cites. In that report the figure he based his £30m. on referred to public authority payments, not costs borne by the whole community.

The Department of the Environment gives the following figures for resource costs of accidents in 1973 (at 1975 prices): loss of output, £204m.; Police and administration, £51m.; *pain, grief and suffering, £189m.*; property damage, £391m.; medical and funeral, £32m. Much or most of this will not be met by motorists' policies.

Mr. Warren's claim that accident rates are lower on motorways is rather disingenuous. While that is true as stated, building motorways also increases traffic on other roads and so increases accident rates, as we have observed in recent years. For example, if the Archway Road widening goes through, we anticipate about 30 extra deaths every 20 years, so that such a scheme is like having five Flixborough explosions every century.

If Mr. Warren really believes that road casualty figures are "tragically high" he need only press for an end to road building, much lower speed limits, and the transfer of a great part of passenger and goods traffic to rail, canal and bus, whose accident rates are a small fraction of those for cars and lorries.

G. J. A. Stern,
Shepherds Hill Association,
6, Eton Court, Shepherds Hill,
Highgate, N.6.

Estate agents

From Mr. D. Adams,

Sir,—While Mr. Richard Balfe's proposal (October 21) on the establishment of a municipal property exchange in the private sector may be attractive at first glance, his reasons do not stand examination.

It is agreed that young first-time *buyers in Greater London* have difficulty in obtaining mortgages but this is largely because Mr. Balfe's council and other local authorities have stopped lending. The price of housing cannot be influenced downwards by any estate agency which wishes to avoid professional negligence claims. In any event estate agents' charges are not paid by purchasers.

Conveyancing services are adequately provided by solicitors at a very modest cost, in the price ranges in question, and it is inconceivable that they could be undercut by any noticeable margin. The professional fee is often a small part of the total cost, the remainder of which, in the form of stamp duties, Land Registry fees, etc. has to be paid anyway. Added to this there are the advantages of independent professional advice given in hundreds of solicitors' offices in convenient locations. To deride private agents for offering a localised service is absurd. People choose to live in Acton or Wapping, Morden or Barnet—not Greater London.

The last claim, greater efficiency, is tragically misleading. The sad fact is that, at the height of the last property boom, vendors would not contemplate sales to purchasers seeking GLC mortgages because of the delays involved. To have the whole transfer system run like that is an awful prospect.

Let us hope that Mr. Balfe's plan will be seen for what it is: insidious and depressing municipalisation at the further cost of overburdened ratepayers.

David K. F. Adams.
69, Woodland Gardens, N.10.

Property exchange

From the Chairman, Estate Agency Committee, Royal Institution of Chartered Surveyors

Sir,—The Royal Institution of Chartered Surveyors is always sympathetic to any proposal which aims to cut costs to the consumer in estate agency matters, especially when it is as well-intentioned as that of Mr. Richard Balfe, October 21.

The reason, however, why estate agency proves expensive, as the Monopolies Commission fully accepted in its report in 1970, is because it has to be labour intensive. I would hardly have thought the present an opportune moment to argue that the responsibility for such additional overheads should be passed on to local authorities.

Furthermore, municipal estate agencies have been established in the past and invariably failed to meet with popular approval because they did not provide a comparable individual service. The public returned their property to the hands of private estate agents through choice, and seem content to continue to do so rather than exercise their option to sell on their own behalf.

Roger Rafferty.
12, Great George Street,
Parliament Square, S.W.1.

هكذا من الأصل

هكذا من الأصل

Rates: the doubts about a cash ceiling

BY COLIN JONES

HE KIND of "cash ceilings" hich the Government is conidering imposing on the local ithority sector is doubtless lculated to convey the apression that Ministers do ally mean business. But they ould combine the maximum ıkwardness for local easurers and ratepayers with e least advantage for the vernment itself. The Chanllor of the Exchequer spoke Thursday of the pressure on public sector borrowing quirement which has come om "unplanned increases" local spending.

Yet cash ceilings would be plied to only one of the riables that determine local thorities' call both on the rrowing requirement and on nomic resources. Details re still to be decided and the al authority associations ve yet to be consulted but the lc intention, at this stage, is impose cash ceilings not on total spending of local horities, nor even on their al current expenditure, but rely on the grant which the vernment pays towards their enue spending.

What will probably happen is t, in place of the present angement whereby the ıual rate support grant and er current grants are adjus retroactively in the light of ıal changes in pay and other ts, the grants would incorpte from the outset an allowe for inflation. The 1976-77 nt total, which is due to be led on November 21, would s incorporate an estimate for and other cost increases been next month and March 7. However much the actual of inflation might depart— either direction—from next month's estimate, the grant, which is paid in weekly instalments, would not be changed.

From the Government's point of view the change to a cash basis obviously offers some advantages. It would fix in advance the total amount of grant the Government has to finance. It should help to stiffen local councils' resolve to make the £6 a week pay limit work and to resist other cost increases. In combination with the rigid limit the Government is imposing on the underlying rate of real growth in the grant, it should help to convince local councillors that the "party really is over."

Putting the grant on a cash basis is administratively feasible and does not call for new legislative powers—whereas the more extreme measure of imposing cash ceilings on each of the 521 local authorities' total spending would require legislation, pose extremely formidable administrative problems, and sweep away the last vestiges of local autonomy.

Yet would such a change really be an improvement? First, consider the implications for local councils and ratepayers. The current rate of inflation is both much higher and more difficult to predict than in 1967-68 when cash ceilings were last imposed on the grant. It is true that more than two-thirds of all local authority current spending goes on pay and associated payroll costs and so, if one assumes that the £6 pay limit is observed, it should not be too difficult to hazard a broad estimate of the likely range of future cost increases.

Yet, whereas it might not have mattered all that much being a few points out in estimating future cost increases up to 11 months ahead when inflation was running away at 5-6 per cent. a year and the real rate of growth in local spending was also averaging about 5-6 per cent., as in 1967-1968, it will matter a very great deal when one has to peer 16 months ahead, when inflation has been raging at 25-26 per cent. (and more in the local authority sector), and when real growth is supposed to be reined back to 1½ per cent.

LOCAL AUTHORITIES' CALL ON THE PUBLIC SECTOR

Outturn compared with estimate (£m.)

	TOTAL PUBLIC SECTOR	LOCAL AUTHORITIES					
	Borrowing requirement	Borrowing requirement	Government grants	Total financial deficit	Outgoings	Income	Rev. contrib. to capital expenditure
1968-69	− 688	+ 23	...	...	...	...	− 75
1969-70	+ 355	− 66	+ 2	− 64	− 25	+ 39	− 78
1970-71	+ 861	+ 158	− 19	+ 139	+ 174	+ 35	−130
1971-72	+ 127	− 10	− 43	− 53	− 3	+ 50	+142
1972-73	− 503	+ 198	+ 62	+ 260	+ 108	−152	−195
1973-74	− 147	+ 476	−126	+ 350	+ 702	+352	+ 19
1974-75	+4,869	+1,111	+622	+1,733	+1,763	+ 30	−374
OUTTURN TOTAL							
1968-69	315	1,190	2,062	3,252	5,766	2,514	444
1974-75	7,602	2,799	6,047	8,846	13,958	5,122	834

Too generous

Ministers of course, will have to assume that the pay policy works; and they would also have to take a conservative view of increases in non-pay costs. It would defeat their purpose if the inflation estimate in the grant were too generous. But local treasurers, for their part, would have to guard themselves by building an appropriate contingency allowance into next year's budgets, and that allowance would have to come from the rate call. They do not know what will happen when the present pay policy expires next July, or even whether it will survive for that long. They do know that the law forbids local councils incurring a revenue deficit (excepting only temporarily, until the next rate call).

Indeed, the auguries for next April's rate calls are already looking distinctly ominous. It is true that the latest figures for local spending so far this year suggest that most councils are now cutting back hard. The excess over the "permitted limit" for real growth in 1975-76 now looks like being less than 1 per cent., instead of the 2 per cent. over-run which was estimated earlier on the basis of this year's budgets.

But the local authority associations told Mr. Anthony Crosland, the Environment Secretary, only on Tuesday that their members are finding it virtually impossible to keep within the Government's real growth limits for next year—because of the "flywheel" effect of the Government's own past, and still continuing, calls for new or expanded services (witness the Community Land Bill and the Employment Protection Bill), because of the forward revenue implications of existing capital expenditure commitments, and because, too, of local councillors' own past (and in places still continuing) spending ambitions.

Ministers have the option of raising the proportion of local authorities "net relevant expenditure" which is covered by the grant in order to limit the average increase in next April's rate demands and so defuse the threat that "excessive" increases could pose to their pay restraint programme. In most years the proportion has been raised by one percentage point but this year it was increased from 60½ per cent. to 66½ per cent., and, because of the "gearing effect" of cost inflation on the poundage rate call, another appreciable increase would normally have been in order for next month. But another appreciable increase could undo much the effect of the decision to fix the grant in cash terms.

At this stage, however, these matters are probably of secondary importance. The more crucial question is whether putting the grants on a cash basis would provide the Government with any more effective control than it has now, not only over local authorities' contribution to the public sector borrowing requirement—the point made by Mr. Healey—but also over their resistance to inflation and their call over the next few years on total resources, the two other possible policy objectives Ministers would doubtless like to see served.

On inflation, first of all, there is no doubt that putting the grants on a cash basis would have some effect in regard to revenue expenditure, even though the crucial test of the current pay round—the local authority manual workers' claim—has now been satisfactorily settled. But what about capital expenditure, which is now running at close on £5bn. a year?

Loan sanctions have been put on a cash basis in the "locally determined sector" and also in part of the "key sector," and capital lending is also tightly controlled. But housing, which accounts for three-fifths of all new investment, is open-ended. The only control is through the system of cost yardsticks, but these have to follow closely upon the increase in construction costs, which are still rising at a "terrifying rate," if local building programmes are not to grind to a halt. The yardsticks had to be increased only a fortnight ago.

This is one reason why Mr. Healey's hopes about the borrowing requirement may not be fulfilled. The other is that the rate support grant is only one variable in the equation which determines local councils' borrowing needs. The other variables are their total outgoings and their total income apart from grants. These all remain in the last resort a matter for local discretion, and so does each council's revenue contribution to capital expenditure. It is always open to them at times of pressure to reduce this contribution, even during the course of a financial year.

It is true that 1974-75, when a fifth of the increase in the public sector borrowing requirement over the original estimate could be attributed to "unplanned increases" in the local sector, was somewhat exceptional. But, as the table shows, the trend in other years recently has been for total outgoings, capital and current, to run ahead of the original estimate, more so than income from rates, rents, interest, and trading surpluses, and for this to cause both the revenue contribution to capital spending and the overall "financial deficit" before grants, to be worse than estimated and thus, after allowing for grants, for the local borrowing requirement to be greater than the original estimate.

Little room

Finally, cash-based grants would do nothing to restrain local authorities' call on total resources which has doubled in the last 20 years. In the long run this is probably the most important consideration — especially over the next few years when, to quote Mr. Healey again, there will be very little room for real increases in public spending. Ministers are now trying hard to rein back on the growth in local spending without breaching the tradition of local autonomy.

But local spending seems to have all the momentum of a super-tanker and some day that tradition will probably have to go. Indeed, a more logical arrangement would be for local authorities to run most activities on an agency basis for central government, with 90 per cent. or more central finance (leaving an equity element to encourage efficiency and an elected element to challenge the professionals), and for local discretion and local financing to apply to the rest. But that is another subject which has nothing to do with Ministers' present thinking on cash ceilings.

LABOUR NEWS

BMA secretary stands ground

Y LORELIES OLSLAGER, LABOUR STAFF

DEREK STEVENSON, the etary of the British Medical ciation, yesterday repeated harge that the Government's ıde towards junior doctors "morally indefensible" in of a personal rebuke on sday from Mr. Michael , the Secretary of State for loyment.

ıe BMA also asked for anr meeting with Mrs. Barbara le, Secretary of State for th and Social Security, to ıss the contentious issue of ır doctors' overtime pay ore more harm is done."

ore than 3,000 junior doctors already taken industrial n. Hundreds more have led to follow suit next week, ıding about 170 junior ical and dental staff at ersity College Hospital, lon, where only emergency s will be treated from nesday.

. Stevenson said that a dar sent out by the Depart-t of Health and Social rity in June promised indivijunior doctors the opporty to retain their present ract of work if they wished ad of accepting a proposed one under which about one-l of them would suffer a loss rainings.

The Government has used new pay legislation to enable break this agreement and, gh legal, I cannot retract words that junior doctors regard this, as did my council, as morally indefensible."

Mr. Foot had said that there had been no specific agreement between the junior doctors and the Government on the controversial "no-detriment" provision.

"My responsibilities have been called into question," Dr. Stevenson said. "Of course I am aware of them but we are talking about a sincere and spontaneous upsurge of anger amongst so many junior doctors who believe that they have been the victims of a broken agreement."

The junior doctors' demands were not an infringement of the pay policy. Any pay rises resulting from a revision of their contract should be regarded as a supplement to their pay award of April this year. "It cannot therefore be said that doctors are having two awards in one year."

● The Royal College of Nursing, the Royal College of Midwives and the Association of Nurse Administrators have joined the BMA in asking the Government that the question of phasing paybeds from the National Health Service should be referred to the proposed Royal Commission on the NHS.

They said it would be "disastrous" to proceed with the Government's proposals, given the present climate in the Health Service.

Welders' action lays off 3,000 at Govan yard

Y CHRIS BAUR, SCOTTISH CORRESPONDENT

AN SHIPBUILDERS, the -owned Upper Clyde com- , yesterday laid off its 3,000 ly-paid employees following spute about bonus payments lving members of the Boilerers Amalgamation.

ıs is the first dispute since company's April warning it faced losses of more than ı. on existing contracts over next two years, unless their luctivity improved dramatic-

ıe company says its 360 ers, though not on strike, refusing to work in accordwith a recently negotiated ement with their union. This red a payment of 6p per hour as a bonus for men using a new ten-inch welding rod, which steps up productivity.

The bonus was agreed first for welders, and then negotiated by the union for its platers and shipwrights.

The welders now complain that this subsequent deal erodes their pay differential and want the bonus confined to them.

The men are due to meet again on Monday, while the company has appealed to the union to resolve the internal dispute.

If still unsettled next week, the dispute is likely to delay the November 6 launch of a 26,000 tonnes bulk carrier being built for Lyle Shipping.

Leyland sanctions end

CTIONS being applied by cal workers at two Leyland plants — at Rover Solihull Triumph Coventry — have lifted to allow talks to be

ver staff were resisting ges under the reorganisation ramme for the BL car divibecause they said it gave many jobs to Austin Morris loyees.

ıeir agreement to end an time ban and a policy of co-operation came after sh Leyland had promised with national union officials workers' representatives.

ıe clerks' action had been ıpting Land Rover output for ek.

eanwhile, Triumph Car outis expected to be back to ıal early next week followyesterday's return to work 00 clerical staff after lengthy negotiations on their dispute over a grading structure.

Their refusal to do paper work and to operate the telephones during a four-week sit-in had halted production and 3,000 assembly workers were laid off.

P.O. 'phantom' pay probed

By Our Labour Staff

PAPERS relating to alleged overtime and night duty allowance "irregularities," at the Glasgow Head Post Office have been passed to the Crown Office, the Post Office said yesterday.

Some 17 Post Office workers in Glasgow were suspended last month after allegations of "phantom" overtime payments totalling about £300,000.

No agreement and new cod war is closer

BY MALCOLM RUTHERFORD

BRITAIN and Iceland moved closer to a new cod war confrontation yesterday when the Ministerial talks in London ended with no agreement in sight. The existing interim agreement is due to expire on November 13.

There will be a further meeting of experts in Reykjavik probably in about a week's time, which should be followed by another meeting of Ministers before the deadline runs out, but it is clear the two sides are still far apart.

Mr. Einar Augustsson, the Icelandic Foreign Minister, said that if there was no agreement by November 13, his Government would try to enforce the new regulations under which British trawlers would not be allowed within 200 miles of the Icelandic coast. The cutting of wires, which characterised the cod war of 1972, might happen again.

Mr. Roy Hattersley, the British Minister at the talks, used milder language when he said that the two countries were still in the middle of a negotiation. But in the event of a breakdown, all necessary protection would be given to British vessels.

The key issue in the dispute concerns the total catch allocated to British trawlers within the zone up to 50 miles from the Icelandic coast.

Under the existing agreement this is about 130,000 metric tons a year. Britain is pressing for a new agreement under which the catch would be only marginally reduced.

Mr Augustsson said that the reduction should be "vast," but denied Mr. Hattersley's statement that Iceland had already made a specific proposal. He thought a cut of about one third might be a good idea.

However, Iceland also wants a large part of the future British catch to be made outside the 50-mile zone—something which is unacceptable to Britain whose fishermen are mainly interested in cod. The cod are concentrated in the 50-mile coastal radius.

Net sizes

The argument has been complicated by new findings of Icelandic marine biologists who claim that if the catch is not severely curtailed, there will be a drastic reduction in cod stocks in 1979.

These findings are disputed by the British and the proposed joint meeting of experts in Reykjavik will discuss such questions as rotating conservation areas, net sizes and the size of the fish to be caught. Only after this will there be a new meeting of Ministers.

Failure to reach an agreement would cost Iceland about £1.25m. a year in that it will not not be allowed favourable access for its fish and fish products to the European Community.

Import curbs would hurt Britain, Callaghan says

BY RICHARD EVANS, LOBBY CORRESPONDENT

THE CONTROVERSY over the need for import controls was joined yesterday by Mr. James Callaghan, Foreign and Commonweath Secretary.

Britain stood to lose more than she would gain if a contraction of world markets was caused by every country restricting imports, he said.

Retaliation to import controls was the easiest thing in the world and for Britain the least profitable, Mr. Callaghan said at the opening of the Curran Oil depot in Cardiff.

The significance of his remarks is that he has come out in public support of Mr. Harold Lever and other senior Ministers in opposition to import controls, when there is a demand for them within the Labour Party.

The recent party conference at Blackpool voted heavily in favour of selective import controls and earlier this week Mr. Ron Hayward, the party's general secretary, urged their adoption by the Government to save 300,000 to 400,000 jobs.

Mr. Callaghan said that Britain must now make a great drive on exports, as one job in three depended directly on overseas markets. That meant Britain had to be very careful before she closed her markets to imports.

On inflation, he believed the country had begun the long march forward. Because the trade unions had accepted the £6-a-week limit on pay rises, the country had the best chance for years.

"This must apply to everybody whether they are doctors or anyone else." Now the policy was settled, everyone had to see that it was carried out.

"We cannot afford to break the maximum if we are to overcome inflation and reduce unemployment. The battle will not be won in the next 12 months, but it could easily be lost within that period."

Mistake in trade figures

By Anthony Harris

THE IMPROVEMENT in the underlying trade position in the first half of this year was overstated because of computer error, according to the Department of Trade.

The figures for the last two months are hardly affected by the revision, which affects only the changes made to the recorded figures to bring them on to a seasonally adjusted basis.

The revised figurs show the current account deficit running at an average of just over £159m. a month—suggesting a deficit for the year of £1.9bn.

The new estimates of the underlying trend show the average deficit for the first half of the year to have been some £40m. a month higher than was shown in the previous figures, at £138m. a month. Since June, the deficit has widened to just over £200m. a month.

Former GM president elected to MFC Board

BY MICHAEL LAFFERTY

MR. EDWARD COLE, former president of General Motors, has been elected chairman of the executive committee and a director of Maritime Fruit Carriers.

MFC, a major international shipping company, has an option on 13 tankers to be constructed by the Tyneside shipbuilders, Swan Hunter. In 1973 MFC announced it had placed orders or options with Swan Hunter through its 75 per cent.-owned subsidiary, Swan Hunter Maritime for 26 ships. The first 13 ships are under construction or completed and eight of these have already been resold to the Russians.

Captain Mila Brener, joint managing director of MFC, said recently that the company was in discussions with German, French and U.S. citizens with the object of strengthening the international representation of its Board of directors.

He said Mr. Cole "will play an active role in the management of Maritime Fruit Carriers and the Maritime Group. He brings to this newly-created position a background rich in finance, operations and organisational experience."

Mr. Cole was president and chief operating officer of GM from 1967 until his retirement last year.

COMPANY NEWS + COMMENT

Reed Intl. £26.8m. off at half-time

A FURTHER sharp reduction in profits—from £22.3m. to £9.3m.—is reported by Reed International *for the second quarter of 1975-76,* leaving the total for the first six months at £17.8m., a fall of £26.8m. on the comparable period of 1974-75.

At the annual meeting in July the chairman, Mr. Alex Jarratt, reported that the first quarter was marked by sharp sales falls in the group's pulp and paper activities in the U.K. and Canada and that the effect on the profit had been substantial. However, he said there were signs of an improvement in all the group's paper markets in Canada and the U.S. and the prospect of a return to higher profit levels in the second half.

The profit was struck after heavier net interest of £11.3m. (£7.1m.). After tax and minorities the balance attributable emerged at £8.4m. compared with £21.6m. Earnings per £1 share are stated at 9.1p against 23.9p.

The interim dividend is raised from 5.1720p to 5.9555p—representing the maximum permitted annual increase. The total for 1974-75 was 10.283p paid from record profits of £55.8m.

	6 months 1975	1974
	£m	£m
Sales	485.0	434.5
U.K. and Exports	305.8	292.0
Overseas	148.2	141.3
Operating profit	29.1	31.7
U.K.	13.0	24.4
Overseas	16.1	7.3
Net interest payable	11.3	7.1
Profit before tax	17.8	44.6
Taxation	8.8	20.8
U.K.	3.5	10.2
Overseas	5.3	10.4
Net profit	9.3	[illegible]
Minorities	0.6	2.4
Attributable	8.4	21.6

See Lex

HIGHLIGHTS

After the sharp setback at **Reed International** in the first quarter, the half-year fall is much in line with expectations and the market took heart from the increase in the interim dividend, lifting the shares by 4p last night. This is discussed in the Lex column, where there is also comment on the J. Hepworth preliminary statement which warns of a downturn in current trading. **Ever Ready at half-time shows a good rise in profits,** thanks to overseas expansion, and the second half should benefit also from lower interest charges after the rights issue. **Coates Brothers** has suffered from heavy destocking in the first six months but reports signs of recovery; and **Cliffords Dairies** is staging a marked improvement.

Hugh Baird turns in £0.87m.

MALTSTERS, barley and hop merchants Hugh Baird and Sons reports turnover up from £7.28m. to £9.03m. for the year to July 31, 1975 and an increase in pre-tax profits from £684,731 to £867,939 after £464,626 against £294,834 for the first half.

Full year earnings are shown to be up from 3.14p to 3.68p per 5p share and the dividend is lifted from 0.527625p to the maximum permitted 0.5630625p net with a final of 0.4130625p.

Tax absorbed £508,923 compared with £376,854 and £295,802 (£251,065) was retained.

● comment

After a 38 per cent. increase at the interim stage, Hugh Baird's second half pre-tax profits are virtually unchanged, which is a straight reflection of the fall-off in demand from the distilling industry. This has continued into the present year and as brewing demand was temporarily increased in the latter half of last year by the hot summer weather, a rather muted profits performance seems to be on the cards. Soviet grain problems and any upsurge in feeds demand could also squeeze margins, but much will depend on the outcome of impending contract negotiations with the group's customers. Plant investment of around £900,000 has been financed out of cash flow, thanks to a minimal tax burden, but this could present problems of capacity utilisation. The shares at 22p, more than double their low for the year, seem fairly rated on a p/e of 6 but a yield of 4 per cent., covered six-and-a-half times, is something of a drawback.

Clifford's Dairies upsurge

GROUP profit before tax of Clifford's Dairies doubled from £100,400 to £200,900 for the first half of 1975. For 1974 the figure was £244,609.

However, because of larger than usual retrospective margin awards the 1974 total has been adjusted by 60 per cent. to £390,667, showing profit per £ sales at 3.46p—still below the 4.5p for 1973 as published—and the first half 1974 figure to £170,400.

Mr. Gordon Clifford, chairman, says that the current half-year's profit is likely to be augmented in due course by further retrospective *margin adjustments* which cannot be estimated at this stage.

Despite so many uncertainties he hopes that the results for the whole year will show a "worthwhile improvement" over 1974, when a dividend of 2.9085p net was paid.

	Six months 1975	1974	Year 1974
	£	£	£
Turnover	6.35m.	5.42m.	11.28m.
Trading profit	371,100	266,200	383,990
Depreciation	115,800	108,700	227,466
Interest charges	57,800	60,200	128,340
Inv. income	1,100	1,100	2,657
Profit before tax	200,900	100,400	244,609
Tax	104,500	52,200	60,620
Profit after tax	96,400	48,200	183,989
Minorities	—	100	156

The group's share of profits less losses from its associates is not included in which for the year ended December 31, 1974, amounted to £2,330 after tax of £3,423.

● comment

On a strictly comparable basis Clifford's Dairies has lifted first half profits by 17 per cent. pre-tax thus starting off a recovery from the downturn of the previous year. This largely reflects the group's recent efforts to expand its market share, particularly in the Bristol area where several small acquisitions were made last year. The second six months should see the benefit from two milk price increases, so Clifford's should be able to hold margins and a full year profit of around £440,000 pre-tax is probably within reach. On that basis, the "A" shares, which rose 5p on the figures to 45p, are on a prospective p/e of 6.4 per cent. where they yield a maximum 10.6 per cent.; the comparable figures for Unigate are 9.2 and 7.9 per cent. respectively.

Profit held by Downs Surgical

OPERATING profit of Downs Surgical improved from £451,000 to £531,000 in the first half of 1975 but higher interest charges of £80,000, compared with £5,000 receivable, leaves the pre-tax *figure at £451,000, which is* marginally lower than the £456,000 last time.

Stated earnings per 10p share are 1.9p (same) and the interim dividend is kept at 0.7p net. Earnings for the full year 1974 were 3.4p and dividends 2p from profits of £839,000.

The accounts note that the 1974 net profit of £387,000 was reduced by an extraordinary item of £285,000 representing amounts written off investments in subsidiaries acquired during the year to eliminate goodwill on consolidation.

Mr. J. W. Northwood, chairman, says the investment made by the group in new production facilities is now beginning to produce results. The effect has been to increase inventories at all stages of manufacture enabling the company to maintain its competitive position overseas.

The pressure on the National Health Service to reduce its expenditure will restrict the expansion of traditional business in the U.K. The group "continues to look to export markets for further growth, especially in the Middle East which has provided several large orders during the first half and where negotiations are currently at an advanced stage for further major contracts."

	Half-year 1975	1974	Year 1974
	£000	£000	£000
Sales	4,744	3,631	7,830
Operating profit	531	451	892
Interest payable	80	*5	53
Pre-tax profit	451	456	839
Tax	234	237	432
Profit after tax	217	219	397
Dividends	80	80	239
Retained	137	139	158

* Receivable.

Midway rise for P. C. Henderson

EFFORTS to maintain margins and reduce overheads at P. C. Henderson Group, makers of sliding door gear, have resulted in a 30 per cent. improvement in pre-tax profit to £324,000 for the half year ended August 30, 1975. For the full year 1974/75 the figure was £666,000.

First half earnings are shown to be up from 2.6p to 3.1p and the interim dividend is being held at 1.267p net. Last year's total was 3.262p.

Mr. P. J. Gaynor, chairman, describes trading conditions as "difficult" in the first half.

Despite the current climate Henderson has continued with the development of new companies in France and Germany, and new product lines in the U.K.

No allowance has been made for future tax relief from certain overseas subsidiary losses.

	First half 1975	1974	Year 1974-75
	£000	£000	£000
External sales	5,612	5,340	11,449
Profit before tax	[illegible]	250	666
Taxation	218	135	345
Profit after tax	106	115	321
Minority profits	35	1	*3
Extraord. credits	—	9	*7
Available	141	125	312

* Losses.

● comment

Although P. C. Henderson has put itself back on the upward trend in the first six months of 1975-76 with a profits rise of 30 per cent. before tax, the group still looks a long way from a full recovery to the peak £1.2m. scored in 1973-74. Demand generally is still very depressed and, although the housebuilding sector is showing signs of picking up, it is likely to be some time before any benefits from this filter through to the group. Henderson has started to feel the benefits from the economy measures taken last year and borrowings have apparently been reduced from the net £978,000 level of the last accounts. Even so, a full-year profit of around £750,000 is probably the most that can be hoped for in 1975-76 and at 38p the shares, yielding 13.7 per cent., are taking few chances on the immediate recovery prospects.

A. Gunn on target

In line with the forecast made at the time of the successful offer by Hewden-Stuart Plant, profits of A. Gunn (Holdings) for the year ended March 31, 1975, emerge at £833,304, compared with £1,026,524.

Turnover was lower at £14,170,180 (£15,241,618). *The net* profit came to £429,665 (£532,359) after tax of £403,639 (£494,165).

Earnings per 25p share are stated at 8.17p (9.92p).

A second interim dividend of 1.8407p net has already been announced, making a total of 2.9583p (2.956325p).

Coates well down but recovering

FIRST HALF 1975 pre-tax profits of Coates Brothers and Co. fell *sharply from £4.39m. to £2.54m.* but the directors say that since July there has been an upsurge in demand generally and in consequence profits for the second half should show a "significant recovery."

Half-yearly earnings are given at 2.5p (4.9p) per 25p share. The interim dividend is raised from 0.57p to 0.63076p net, absorbing £235,216. Last year's total was 1.7732p from profits of £8.16m.

	Half year 1975	1974
	£000	£000
Group sales	26,419	25,230
Profit before tax	2,540	4,390
Tax	1,317	2,262
Net profit	1,135	2,128
Minority profit	129	155
Attributable	1,025	1,973

The directors explain that although the money values of sales has been maintained, this masks a substantial fall in volume due largely to destocking.

Both raw materials and manufacturing costs have increased substantially while prices have lagged behind as much due to competitive circumstances as to the impact of price control. In all important territories the company's market share has been well maintained.

The company manufactures printing inks and supplies to the *printing industry, synthetic resins* and other industrial surface coatings.

● comment

The sharp decline in Coates Bros' markets towards the tail end of last year is plainly reflected in a 42 per cent. fall in interim pre-tax profits, although this may be exaggerated by stock profits (unquantified) in the comparable period. However, demand has now perked up, mostly in the U.K., which together with EEC countries accounted for over one-half of sales last year. Excess stocks have been run down and production rates are picking up from their previously depressed levels so pre-tax profits of over £6m. could easily be in view this year. A prospective p/e of 6¼ and yield of 6.7 per cent. at 44p are, on the other hand, nothing out of the ordinary.

Statement, Page 18

Hawkins back in profit—sees £214,000

Turnover of Hawkins Developments, building and civil engineering contractors, dropped from £4.48m. to £2.91m., but pre-tax profit was £107,107 for the first half of 1975, compared with a loss of £19,248. For the second half the directors expect "comparable" results.

Stated earnings are 0.39p (nil) per 5p share and once again there is no interim dividend. Subject to the satisfactory conclusion of reconstruction proposals and the resolution of building contract claims, at which "some progress" has been made, the final outcome could possibly permit the payment of a dividend, they add.

The last dividend was paid in 1973. For the full year 1974 the company incurred an attributable loss of £54,374.

In the first half of the current year there is a tax charge of £55,700 (nil), leaving £51,407 (£19,248 loss).

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Allebone and Sons ...int.	0.35	Feb. 3	0.35	—	1.31
Hugh Baird	0.41	Dec. 13	0.4	0.56	0.53
Brit. Electronic Controls	0.75	Jan. 6	0.7	0.75	0.7
Coates Bros. ...int.	[illegible]	Jan. 2	0.57	—	1.77
R. H. Cole ...int.	1.48	Dec. 15	1.52	—	3.07
Construction Holdings	5.2	Jan. 26	3.35	5.2	5.45
Countryside Properties	Nil	—	2.61	Nil	4.36
R. & A. G. Crossland int.	0.32	Nov. 29	0.32	—	1.05
Downs Surgical ...int.	0.7	Jan. 12	0.7	—	2
Ever Ready ...int.	0.88	Jan. 9	0.88	—	3.19
Geers Gross ...int.	1.46	Dec. 5	1.46	—	3.82
Harrison and Sons ...int.	1.49	Dec. 1	1.49	—	3.76
P. C. Henderson ...int.	1.27	Nov. 25	1.27	—	3.26
A. Henriques ...int.	0.4	—	0.4*	—	1.68*
J. Hepworth	1.43	Jan. 2	[illegible]	2.08	2.14
W. E. Norton ...int.	0.28	Dec. 19	0.3	—	0.52
Reed Intl. ...int.	5.96	Jan. 8	5.17	—	10.28
Stoneware	6.3	Nov. 28	6.3	7	7
Westpool Inv. Tst. ...int.	0.88	Dec. 19	0.88	—	2.13
Wingate Invs.	0.01	Nov. 21	Nil	0.01	0.42

Dividends shown pence per share net except where otherwise stated.
* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues.

Ever Ready jumps by £1.7m. in first half

REFLECTING GROWTH by the overseas companies, profits of battery manufacturers and engineers, Ever Ready Company (Holdings) expanded from £3.5m. to £5.23m. in the half year ended August 30, 1975.

Earnings per 25p share are shown at 3.7p, compared with 2.94p, for the corresponding period and 9.79p for the last full year. The interim dividend is 0.875p (same) net, absorbing £568,389 (£417,420 cash, £32,833 shares in lieu). Last year's total was 3.194p from profits of £12.35m.

	Half-year 1974-75	1973-74	Year 1974-75
	£000	£000	£000
Turnover	56,725	44,427	103,598
Domestic	23,087	19,294	46,008
Exports*	8,673	6,733	14,393
Overseas	24,965	18,380	42,895
Gross exports	13,743	10,452	22,611
Trading profits	6,361	4,456	14,371
Interest payable	1,503	1,195	2,631
U.K.	1,209	1,001	2,224
Overseas	294	194	307
Group profit	4,858	3,261	11,740
U.K.	1,470	1,518	5,628
Overseas	3,388	1,743	6,112
Associated	376	238	613
Profit before tax	5,234	3,514	12,353
U.K. tax	810	826	2,978
Overseas tax	1,454	640	2,796
Assoc. tax	160	115	230
Net profit	2,810	1,934	6,349
Attrib. outside holders	919	[illegible]	1,012
Extraord. debits	†374	—	136
Attributable	1,937	1,691	5,293

* To third parties. † Rights issue expenses. ‡ Sundry expenses.

But this side is now benefiting from increased exports, so the U.K. could turn in higher profits for the year as a whole since the battery companies are holding up well. Overall, the 1975-76 pre-tax total could be around £14.5m. to £15m., against £12.35m.; and liquidity seems to be improving even after taking account of the rights issue.

Chairman Mr. L. W. Orchard explains that with U.K. trading conditions stagnant and plants operating well below capacity, U.K. sales have not kept pace with inflation in constant money terms. Management effort continues to be directed to further improvement in exports, and sales show *real improvement both in volume* and value.

Net sales to third parties within the U.K. amounted to £23m., or 41 per cent. of group turnover, while sales to third parties overseas, including exports from the U.K.—of £13.74m. (£10.45m.)—amounted to £33.6m. or 59 per cent. of turnover.

The chairman adds that currently, profits on sales of the U.K. companies continues to be eroded by the cumulative effect of the price code regulations; both return on sales and return on capital employed are still totally inadequate.

"Our substantial and growing export business is subject to the hazards of currency alignments, import controls and our ability as suppliers to remain competitive with the materials, components and finished products that we sell from the U.K.," he states.

● comment

Ever Ready's share price rose 6p to a new 1975 high of 111p last night, and the interim statement is certainly encouraging after the relative caution of the June annual report. Half-year pre-tax profits are 49 per cent. up with all the improvement coming from overseas, notably the Nigerian and Italian offshoots. This has offset the decline in the U.K. from the electrical accessory interests.

Mid-term plunge at R. H. Cole

AS FORECAST, the recession in the U.K. has affected results of R. H. Cole, the chemicals, plastics and electronics group, and first half 1975 pre-tax profits plunged from £895,000 to £121,000.

Moreover, the directors warn that there is unlikely to be an improvement in the second half and prospects for 1976 "must be viewed with caution."

They add, however, that because *of the low level of business,* demand for working capital has fallen off and the cash position is strong. Despite the present uncertainties, confidence in the longer term remains high and continuing progress is being made to improve productivity.

The interim dividend is 1.475p net compared with 1.51875p. Last year's total was 3.06855p paid from profits of £1.42m. before tax.

	Six months 1975	1974	Year 1974
	£000	£000	£000
Turnover	8,581	[illegible]	13,252
Trading profit	166	877	1,365
Share associates	34	41	108
Finance charges	38	22	49
Profit before tax	121	896	1,424
Group tax	35	444	712
Associates	29	21	53
Attrib. Ordinary	57	430	649
Dividends	43	43	87

Leon Berner loss—no dividend

Steel stockholders, Leon Berner Group incurred a loss of £21,997 before tax credits of £10,400 in the year to May 31, 1975, compared with profits of £206,867 before a tax charge of £117,000 for 1973-74. At half way there was a profit of £19,475 (£71,562).

There is no dividend compared with 0.75p net. Terminal losses of the manufacturing division absorbed £6,044.

The directors state that the trend of events commented upon in the interim statement continued and worsened, with the result that the mounting losses of the manufacturing division, before its closure on April 30, 1975 eliminated the "very creditable" profits achieved by the merchanting and processing divisions in a period of considerable difficulty.

Wingate Invests. returns to 1969 valuation

Uncertainty about the current value of commercial property has forced Wingate Investments, whose major holding is St. Alphage House on London Wall, to return to a 1969 valuation of its property assets.

This reverses the valuations contained in the last two years' *accounts for the company, based* on a December 1972 review. Including properties acquired since 1969 at cost, the book value of Wingate's freehold and leasehold investments is reduced from £46m. to £29m.

But having adopted this lower figure, the directors add that they consider the current value "substantially greater" than the book value.

Much of this extra value assumed is based on two post-1969 additions, a Brussels development and St. Alphage House, now valued in the accounts at the purchase price of just under £8m.

Wingate put the tower block part of the development out to tender in January 1974, hoping to sell for around £25m., but were not thought to have received any offer of over £20m.

The company made a loss of £189,000 in the year to March 1975 against a profit of £22,000 the previous year, and has cut its dividend from 0.42p to a nominal 0.01p.

Its valuation policy is sharply opposed to that of the Royal Institution of Chartered Surveyors, which recently maintained that, after an uncertain period, it was now possible to make realistic *valuations of commercial property* and that all companies should revalue every three years, and property companies every year.

Mr. Stephen Wingate, managing director, said he did not feel there would be any realistic basis for a 1975 valuation and, in returning to 1969 figures, the company "wished to take a conservative line."

Berkeley Hambro decline

Reflecting higher property outgoings, management expenses and interest payable, pre-tax profit of Berkeley Hambro Property fell from £1,072,000 to £711,000 in the first half of 1975.

Earnings per 25p share are given at 2.4p against 3.9p. The interim dividend is held at 1.61p net—last year's total was 3.22168p from profits of £1.34m.

	Half year 1975	1974
	£000	£000
Rental income	3,396	2,339
Management services inc.	402	424
Property dealing profit	13	—
Estate development loss	—	40
Manufacturing profits	—	37
Investment income	10	28
Prop. outgoings, expenses, interest payable	3,124	2,332
Less interest attributable development property	690	517
Share associates	20	9
Profit before tax	711	1,072
Corporation tax	296	379
Overseas tax	36	26
Associates	31	28
Net profit	378	640
Minority losses	29	11
Attributable	407	659
Preference dividend	14	14
Ordinary dividend	266	266

Mr. J. O. Hambro, chairman says there was some improvement in *U.K. investment income* but a considerably reduced profit in the U.S., both in line with expectations.

Interest rates remain historically high and current economic conditions continue to exert a downward pressure on rental levels. Against this background the half year results are considered not unsatisfactory.

A surplus on extraordinary items of £257,000 (£438,000) has been transferred to capital reserves.

Leicester Bldg. Society growth

There are clear signs of opposing forces at work in the housing market with a reluctance to "trade up" because of job fears, rising domestic costs and renewed doubts on the mortgage tax relief position, Mr. Basil Eckhard, general manager of the Leicester Building Society said yesterday.

He called on the Government to make "a clear, positive statement" about future policy on the tax relief position including the situation of people paying at higher rates.

Referring to the Leicester Building Society's performance in the first nine months of 1975 Mr. *Eckhard says investment* flow has risen to a record £229m. and the society's assets now stand at £756m. So far this year £124m. has been lent to home buyers—compared with £74m. for the whole of 1974.

Results due next week

Major company results are likely to be scarce next week. The company news list contains only a handful of leading names, the best known of which are probably **Brooke Bond Liebig, Furness Withy, Debenhams, BPB Industries** and **Kwik Save Discount Group.**

Brooke Bond Liebig's interim pre-tax profits fell by 16 per cent. to £6.7m. There was progress in the U.K. (thanks to the consumer tea subsidy and good fresh meat volume), South America and Africa, together with a £1m. contribution from the Baxters acquisition; but this was offset by cost/price squeezes in Australia and the U.S., and rising interest charges. In the second half, only the U.K. interests are expected to show any advance and while recent estimates stood at £15.5-17m. (£19m.) for the year, the current economic difficulties of Argentina may lead to still lower figures—the first peso devaluation had already cost the group £0.8m. The BBL statement is due on Tuesday.

Furness Withy's substantial interest in the liner trade seems to make it rather less vulnerable to the current freight market depression than most of the other shipping majors. Nevertheless, the group's current year profits will inevitably be lower, especially since the first six months had to contend with dock labour problems in Manchester and Canada. For the first six months (figures on Tuesday) this probably means a sizeable pre-tax reduction of about 10 per cent. to £10¼m. with the downtrend probably gaining pace in the second six months. Profits last year totalled £23.09m. pre-tax (excluding profits on ship sales).

The market has been led to expect a strong recovery from **Debenhams** this year, with the group forecasting "record" profits of at least £13m. After the traumas of the previous half-year, resulting from heavy gross margin cuts and rising interest charges, the department store side has been reorganised and this has complicated predictions. Sales grew by 20 per cent. in the first 22 weeks of the year, but the change in costs has produced a wide range of estimates in the £5m.-£6m. area (loss of £0.5m.), although some go as low as £3½m.; figures are due on Tuesday.

Strong demand for paper and packaging was largely responsible for pushing **BPB's** 1974-75 profits up by 9 per cent. before tax to £11.6m. despite a sharp turnround to losses by the Canadian subsidiary. Since then of course the *paper packaging sector has fallen* on very hard times and demand here is now at a very low ebb. However, the Canadian subsidiary is now apparently on the mend and there should be a substantial amount of loss elimination to come from here in the current year when the group has also started to see a pick-up in orders for building materials. This should enable BPB to produce full year profits of around £12¾m. pre-tax with most of the growth probably coming in the first half (figures due on Wednesday) which will compare with a less buoyant period than the second six months.

The full year profits of **Kwik Save Discount Group** on Wednesday follow a first half pre-tax rise of 36 per cent. to £1.28m. on an impressive rise in sales volume. The group has continued its policy of rapid expansion in the second six months of the year (17 new store openings were scheduled for the full year with eight of those set for the second half) and although margins must be under competitive pressure the full year profits should still reveal a useful improvement.

Other results expected next week include the interim figures of **Percy Bilton** and the final from **Golden Hope** on Monday. **Foster Brothers** and **Amalgamated Power Engineering** are expected to produce half-year profits on Tuesday while Wednesday is expected to bring the half-time reports from **Telephone Rentals, Allied Irish Bank** and **London Tin.** On Thursday **Lamson Industries** declares its nine months figures, and **Bank of Ireland** and **William Press** their interim results.

Company	Announcement due	Dividend (p)* Last year Int.	Final	This year int.
FINAL DIVIDENDS				
Aeronautical and General	Tuesday	—	1.0	—
Automatic Oil Tools	Thursday	—	1.0	—
Border & Southern Stock Trust	Tuesday	1.05	3.45	1.75
BPM	Thursday	0.4373	1.96319	[illegible]
Brooke Bond	Tuesday	0.65	1.5623	0.85
Burton (Montague) Prop.	Thursday	0.4396	0.691	0.48
Caravans International	Wednesday	0.7	Nil	Nil
City & International Trust	Tuesday	1.1375	[illegible]	1.1375
Courtney Pope	Thursday	1.05	2.253	1.05
Golden Hope Plantations	Monday	0.375	1.47	0.41
Higsons Brewery	Thursday	0.67	2.78	0.67
Investment & Property	Wednesday	1.09375	1.35625	[illegible]
Kwik Save	Wednesday	1.1035	[illegible]	1.24
Lighting & Leisure	Tuesday	0.54	1.26	2.3
Linread	Thursday	0.8515	1.9707	0.991896
Photo-Me International	Thursday	—	1.1025	—
Sirdar	Monday	0.9	1.54	0.95
Thorpe F. W.	Thursday	0.44889	0.67	0.5
Ulster Television	Friday	1.0	2.0	Nil
United City Merchants	Wednesday	0.6	0.334	0.6
INTERIM FIGURES ONLY				
Caird [illegible]	Tuesday			
Hyman [illegible]	Tuesday			
Lamson Inds	Wednesday			
INTERIM DIVIDENDS				
Aberdeen Investments	Monday	0.75	0.93	
Abrasives Int.	Thursday	0.556	0.864	
Allied Irish Banks	Wednesday	2.275	3.875	
Amal. Power	Tuesday	1.05325	[illegible]	
Bank of Ireland	Thursday	4.0	12.0*	
Bilton (Percy)	Monday	1.49375	2.353	
Border Breweries	Wednesday	0.735	1.55	

Company	Announcement due	Dividend (p)* Last year Int.	Final	This year Int.
BPB	Wednesday	2.9	3.829	
Bradford Prop. Tst.	Tuesday	2.346	2.5657	
British Investment Trust	Monday	1.5	1.85	
Continental Union Tst.	Wednesday	0.56	1.35	
Copydex	Wednesday	0.403	1.446	
Crowther and Nicholson	Tuesday	Nil	Nil	
Debenhams	Tuesday	1.424	2.625	
De Vere Hotels	Friday	1.075	[illegible]	
Estates Duties Inv. Tst.	Tuesday	0.84	3.51*	
FEB International	Thursday	0.87	0.66	
Findlay (Andrew R.)	Friday	0.3p	0.95p	
Finlay (James)	Thursday	1.5775	1.94	
Foster Bros. Clothing	Tuesday	0.75	1.2675	
Francis Inds.	Friday	[illegible]	[illegible]	
Furness Withy	Tuesday	2.5	3.621	
Craig Shipping	Wednesday	6.0	7.97	
Greenbank Industrial	Thursday	0.65	1.16*	
Harrison (James)	Thursday	Nil	1.3087	
Hill (Philip) Investment Trust	Tuesday	[illegible]	3.0	
Ireland (Ernest)	Wednesday	[illegible]	2.4162	
James (Maurice)	Wednesday	1.005	1.497	
London & Provincial Poster	Monday	2.66	3.21	
London Tin	Wednesday	1.4	3.8	
Outwich Investment Trust	Monday	0.5	1.25	
Press (Wm.)	Thursday	[illegible]	0.53	
Pritchard Services Group	Thursday	0.4275	0.6729	
Randalls Group	Monday	1.474	2.2965	
Sandeman Geo. G.	Friday	1.0	1.31	
Scott & Robertson	Thursday	0.7305	0.7635	
Scottish Ontario Inv.	Friday	0.8	2.1	
Sheepbridge Engineering	Thursday	1.053	1.788	
Slingsby H. C.	Friday	0.2625	1.68575	
Taylor Pallister	Monday	0.8375	2.8475	
Telephone Rentals	Wednesday	1.25	1.125	
Tozer Kemsley & Millbourn	Friday	0.5300	1.4782	
Western Motor	Monday	Nil	Nil	

هكذا من الأصل

ISSUE NEWS AND COMMEN[T]

Pontin's 1-for-1 rights at par

Pontins proposes to make a one-for-one rights issue at par to raise about £3.76m. The Board expects to pay a dividend for the year to March, 1976, of 1.5p on the increased capital, compared with the 1.4056p paid this year.

For the year to March 31, 1975, the company achieved profits of £3,617,000, against £3,724,000 on sales of £23.66m. (£20.40m.).

This slight reduction in profits was intimated in May when the directors indicated the general falling-off in demand for holidays abroad in 1974.

The effect of the Cyprus troubles on Greek operations and the loss of up to £150,000 paid in respect of flying requirements prior to the collapse of Court Line had had a limited effect on group profits.

Figures for the season which has just ended indicate that the company has enjoyed another very successful season in the U.K. A successful season has also been enjoyed by Pontinental for holidays abroad. As such, the directors are confident that profits for the year to March 31, 1976, will show a very satisfactory increase over those of 1974-75.

● comment

Pontins' rights can hardly be regarded as a guideline to how the Treasury will enforce rights powers since, as [...] case with ADP, arrangemen[ts] well advanced at the tim[e] announcement. Still, th[...] bumps up the dividend [...] some 3 points to an [...] figure of 11 per cent. [...] trading front, the shares at 27½p), should be boosted by the promise of [a] substantial" increase in p[...] 1975-76. Clearly the U.K. groups have never had it [...] with peak occupancy throughout the summer noticeable extension of the [...] Equally the overseas op[...] have been active, with flights some 96.5 per c[...] against an 80 per cent. bre[...] level. Advance bookings [...] the 1976 season are doub[...] of a year ago, but problem now is not one of [...] but capacity, so the proc[...] the issue can come into pl[...] quickly.

WEIR RIGHTS

We are asked to point [...] the underwriters for th[...] rights issue are Rea Broth[...] not Read Brothers as giv[...]terday.

UNIT TRUSTS

Scottish Amicable Flexidowment

The Scottish Amicable Life Assurance Society is advertising its Flexidowment Plan this week-*end, offering investors the oppor*tunity to hold a traditional life contract, with all its guarantees, with the flexibility of cash-in associated with unit-linked policies. The plan is written as a with-profit endowment assurance maturing at age 65, but the investor can cash-in the contract at any time from the 10th year onwards at terms which are stated at outset. The plan is made up *of units of £1 monthly premium* and the minimum holding is five units. Units can be surrendered individually and investors have the option of adding to the plan every three years without evidence of health.

● comment

Traditional life assurance contracts have always suffered from rigidity from an investment stance in that investors wishing to cash-in before the original term of investment was completed had to do so on terms offered at the time by the life company. The introduction of Flexible life policies attempts to overcome this disadvantage and Scottish Amicable's Flexidowment Plan has proved popular with investors (it accounted for 28 per cent. of the society's new business last year). But investors should remember that there is a price to be paid for this flexibility. The amounts that could be obtained on this plan after 10 years are less than would arise from a fixed 10-year endowment assurance contract. Investors should make careful comparisons with fixed-term policies before making up their minds.

Prospectus Page 4

HAMBRO PROPERTY

Hambro Life is advertising the Hambro Property Bond this week-end. The minimum investment is £1,000 and charges include a 5 per cent. initial levy plus ½ per cent. per annum (the cost of managing and valuing the properties is extra). The bonds have built-in life cover which varies according to the age of the investor. A cash withdrawal plan is available with the bond which entitles the bondholder to withdraw 5 per cent. per annum tax-free—this is rather more complicated in the case of higher-rate payers.

● comment

Putting forward the current arguments for investment in property, Hambro Life has the advantage that the **Hambro Property Bond** is one of the most established and largest in the field. According to the Managed and Property Bonds yearbook it is also one of the *heaviest in property develop*ment. But at the height of the development boom Hambro was sufficiently cautious to have partners in its development programme with pre-arranged lettings.

Prospectus Page 3

ANSBACHER INCOME

Ansbacher Unit Management is offering investors its Ansbacher Income Monthly Fund this week-end yielding an estimated 10.9 per cent. gross. The fund invests in high-yielding equities where the dividend is adequately covered, and the trust possesses the unique feature of paying its income monthly. It is, however, aimed at the larger investor, the minimum outlay being £5,000.

● comment

Income trusts are the most popular with investors at the moment and the Ansbacher Income Monthly Fund offers investors a good starting yield for an equity-based fund. But its unique feature is the payment of income on a monthly basis, which enables investors to use this trust to offset regular monthly outlays, such as mortgage repayments. The minimum investment is pitched rather high, but it needs to be to provide meaningful monthly payments.

Prospectus Page 12

NATWEST EXTRA

The National Westminster Bank is making an offer of the Extra Income Trust with a minimum investment requirement of 400 units (just over £200 at the current price). The fun[d] launched just over four [...] ago and the portfolio [...] between good quality ma[...] companies (the largest [...] fifth in Preference shar[...] smaller companies which [...] high yield and whose sha[...] readily marketable. The [...]ment management of the [...] conducted by a panel of [...] and Commercial Union ex[...]

● comment

The National Westminste[r] *Income Trust has not bee*[n] long enough to make a ju[...] on its performance capa[...] except that the portfolio [...] to indicate that it tries to [...] best of all worlds. H[...] NatWest has done quite w[...] its other trusts and the es[...] gross yield of 8.5 per cent [...] unattractive at to-day's le[...]

Prospectus Page 7

LAWSON HIGH YIELD

Lawson Securities is [...] investors the Lawson Hig[h] Fund this week-end, yiel[...] estimated 13 per cent. gro[...] underlying portfolio is a [...] of Preference shares ([...] cent.), high yielding equi[...] *investment trust income*[...] The minimum investment [...] accumulation units are a[...] and there are both saving[...] and a share exchange [...] Charges are an initial 5 pe[...] together with a ½ per cent. renewal fee.

● comment

The Lawson High Yield [...] the most popular trust fr[...] Lawson stable, having re[...] with the leaders in th[...] income field since its incep[...] June, 1974. The combina[...] Preference and equity inv[...] offers both stability and [...] starting income, plus p[...] for future growth in that [...] a useful feature in th[...] inflation. Although pr[...] aimed at the income-co[...] person, the trust does have [...] growth prospects, especi[...] interest rates come [...] down.

Prospectus Page 21

S & P SHARE EXCHANGE

The Save and Prosper g[...] advertising the S and P [...] Exchange Plan which is av[...] for portfolios currently va[...] £500 or above and offers t[...]lowing facilities. If the sha[...] accepted as part of one [...] portfolios S and P will g[...] investor the market offe[...] for them. This would be [...] cent. more than the [...] might receive from selling t[...] market bid. If S and P d[...] feel able to accept the shar[...] they may be sold throu[...] group on behalf of the i[...] without making any deduct[...] commission and stamp du[...]curred.

● comment

The S and P Share Exchang[e] is one of a number offered [...] various big unit trust gr[...] the idea of exchanging sha[...] units on advantageous ter[...] become increasingly popula[...] only a modest amount re[...] to qualify for the scheme, [...] P's terms are generous. Ho[...] prospective investors shoul[...]ise that an exchange of sh[...] considered a dispoal for [...] gains purposes (though [...] should not put them off) an[...] if they have a ragbag of [...]ketable shares in their [...] portfolios then these are u[...] to be accepted into one [...] trust portfolios.

Prospectus Page 1[...]

Hambros Tr[ust] upturn

Gross income of Hambr[...]vestment Trust increased [...] £1,001,901 to £1,133,979 in t[...] months ended September 30 and the balance befor[e] emerges ahead from £488,[...] £729,797 after charges inc[...] interest of £367,406 [...] £468,104.

The interim dividend [...] changed at 1.4p net per 25p on increased capital. The to[...] 1974-75 was 4.25p.

Net asset value per sh[...] shown at 89.4p against 59.1p

J. Hepworth latter half downturn

'TER A rise from £1.88m. to 24m. at midway, taxable profits multiple tailors, J. Hepworth Son finished the year to gust 31 1975 down from £3.67m. £3.41m., and the directors warn the flat trading conditions of second half are continuing.

Earnings per 10p share are own to be down from 3.58p to 3p. The final dividend is 1.43p for a 2.08p (2.14p) total.

Despite the downturn in retail ivity, members are told, the npany continues its search for ansion opportunities, the year luded record openings of 33 premises, of which 28 were npletely new and five were sites. The company has ten shops and nine re-sites to tinue the expansion into the rent year and this number is ly to increase as suitable mises become available. To tain the expansion programme the growth in consumer debt, ons were taken during the r to improve liquidity and the npany has adequate resources back future expansion.

	1974-75 £000	1973-74 £000
over excluding VAT...	30,424	25,648
ding profit	4,442	4,239
rest paid	1,032	568
it before tax	3,420	3,672
ation	1,870	2,117
profit	1,540	1,555
aordinary credits	917	125
butable	2,457	1,680
erence dividends	64	64
im Ordinary	252	264
l proposed	568	555

See Lex

Setback at Spencer Gears

After dropping from £114,202 to 212 in the first half, pre-tax its of Spencer Gears (Holdings) finished the year to June 1975, down from £270,510 to ,614 on sales of £2.02m. inst £2.09m.

Full year earnings are shown ave fallen from 3.38p to 1.14p 5p share. The dividend is held .886p net with an unchanged of 0.606p.

	1974-75 £	1973-74 £
over	2,015,839	2,091,025
before tax	111,614	270,510
tion	59,738	118,634
profit	51,876	152,176
m dividend	12,789	12,790
sed final	27,690	27,690
ard	362,795	351,386

The chairman, Mr. F. W. Forbes lains that the reduction in t was due to poor results the subsidiaries serving the ery industries, where there a marked cut-back in new ment. Profits from general neering were very similar to of the previous year.

FMC Board dispute

The possible proposal of more executive directors for the d of the FMC meat wholesale concern now appears to be r consideration. This is in light of controversy over the osed major Boardroom shake-up backed by the majority of the tors, and proposed by the onal Farmers' Union Development Trust, with a 40.9 per cent. stake.

Sharp criticisms of the proposed Board changes have been by the dissident FMC director Mr. Robin Mills, who has d on the NFU Trust either d, at least 100p a share for rest of FMC's capital or to l aside and let other holders le the current issue.

Shareholders of FMC are due ite at the annual meeting on mber 3 on the Boardroom struction, which would ve the chairman, Mr. Anson e, receiving £170,000 compensation for loss of office and directors, including Mr. , standing down.

Mr. Mills is himself seeking ection and, with the support another FMC director, Sir m Williams, has made a ber of criticisms of the Board struction proposals. He is asking shareholders to back with proxies.

Wednesday Mr. Mills said holders should insist on ing the Trust's policies for before voting at the annual meeting: "The Trust clearly wishes to dominate the policies of FMC and shareholders should insist it makes a fair and reasonable offer for their shares." Failing this, at a level of at least 100p a share, the NFU Trust should not vote their shares at the meeting.

Mr. Mills also said a totally inadequate number of non-executive directors independent of the Trust was proposed. Mr. David Darbyshire, NFU's chairman, afterwards said they had no intention of not voting on proposals they had put forward and thought for the benefit of FMC.

On Thursday, a spokesman for Guinness Mahon, the NFU Trust's advisers, said "We have heard what Mr. Mills has to say and we are discussing his objections with out clients." There appears no prospect of a general bid or abstention by the Trust from voting on November 3.

However, it seems that the proposal for appointment of further non-executive directors may be under review.

Second Scottish Investment

NET PROFIT, after tax, of the Second Scottish Investment Trust, improved from £1,289,451 to £1,260,506 for the year ended October 5, 1975, giving stated earnings per 25p stock unit of 2.04p against 2p.

The net dividend total is lifted from 1.85p to 1.87p per unit, with a final recommendation of 1.4325p.

At October 5, 1975 (compared with October 5, 1974) investments had a market value of £55.5m. (£35m.) including, where applicable, the full investment currency premium of £9.5m. (£5.7m.).

Net asset value per Ordinary unit cum dividend, after deduction of prior charges at redemption values, was 89.2p (52.8p) including premium liable to surrender on sale of foreign securities of 3.9p (2.1p).

	1974-75 £	1973-74 £
Net profit	1,260,506	1,289,451
U.K. tax charged	807,584	768,256
Gross int. charged	95,299	140,923
Pref. dividends	65,050	65,050
Ord. dividends	1,077,120	1,065,600

British Assets earnings up to £1.24m.

Net earnings of British Assets Trust increased from £996,000 to £1.24m. in the year ended September 30, 1975, with the amount per 25p share rising from 1.21p to 1.3p or to 1.47p assuming full conversion of the loan stock.

The dividend is raised from 1.225p to 1.4p, with a net final of 0.075p.

	1974-75 £	1973-74 £
Franked inc.	1,363,000	1,224,000
Unfranked	2,416,000	2,352,000
Underwriting com. etc.	48,000	13,000
Making	4,018,000	3,590,000
Interest and expenses	1,895,000	1,857,000
Revenue before tax	2,324,000	2,033,000
Taxation	909,000	789,000
Net revenue	1,415,000	1,175,000
Pref. dividends	179,000	179,000
Available Ordinary	1,236,000	996,000
Ordinary dividend	1,181,153	1,007,000

Corporation tax on net revenue £407,000 (£343,000), imputed tax on franked income £533,000 (£385,000), overseas taxes £159,000 (£242,000) of which full amount is relievable against corporation tax £214,000), credit arising from over-provision in previous years £31,000 (nil).

Investments totalled £53m. (£39.47m.) the dollar premium amounted to £8.26m. (£6.31m.) and net cash and deposits stood at £9.25m. (£7.26m.). Net assets per Ordinary share after prior charges at par were 50p (27p).

The premium surrender liability on realisation would reduce the amount available per share by 1.9p.

SENA SUGAR

On October 21 and 22 Sena Sugar Estates entered into contracts to purchase £30,000 of 4½ per cent. debenture stock for redemption.

The amount outstanding after these purchases is £31,892.

RECENT ISSUES

EQUITIES

Amount Paid Up	Latest Renunc. Date	1975 High	1975 Low	Stock	Closing Price p	+ or −	Div. P. or Amount	Times Covered	Gross Yield	P/E Ratio
F.P.	—	160	120	Corn Exchange	120	−2	b1.62	2.5	1.5	—
F.P.	7/11	110	69	Standard G'd Min'g 20c	85pm	−7	—	—	—	—

FIXED INTEREST STOCKS

Amount Paid up	Latest Renunc. Date	1975 High	1975 Low	Stock	Closing Price	+ or −
F.P.	21/2	95	85	Adwest Grp. 10½% Cov. 95/2000	94	
£10	—	10	9¼	Bristol (City of) 13¾% Deb. Stk. 1981	9¾	
8 F.P.	17/10	99	97½	Bristol Water 8% Red Pref 1980	98½	
F.P.	—	100½	98	CSR 9¼% Notes 1980	98	
£50	—	51½	50	City of Liverpool 13¼% Stk. 1981	50¾	
F.P.	5/9	102½	98	Clayton Dewandre 16% Deb. 95	101½	
£30	11/2	30¼	29½	Coventry (City of) 13½% Red. Stk. 1980	29½	
£45	5/12	46¼	44¼	Derby Borough Council 15½% Stk. 1982	45¼	
F.P.	9/9	100¼p	95p	Fodens 10% Cnv. Red Cum Pref	96p	
F.P.	15/10	138½	115	Haslemere Est. 9½% '90-5	124	+5
F.P.	25/10	107	102	Hoechst 10% Guar. Ln. 1990	107	+1
£50	9/1	51½	49⅞	Islington 13½% Red. Stk. 1985	50½	
£50	9/1	48½	47½	Do. 14% Red. Stk. 1986/8	47¾	
F.P.	—	111	94p	Johnson&Firth Brown 11.05%Cm. Conv.Prf	112p	
£40	22/8	69½	40½	Land Secs 10% Conv. 90/5	63½	+1
£10	28/11	11	10¾	Lee Valley Water 9% Red. Pref. 1980	11	
0 F.P.	—	98½	98½	Midland Bank Float Cap Notes '82	98½	
F.P.	26/9	109¼	97	Newcastle & Gate 9% Red. Pri. 1980	99	
F.P.	—	98	98	Noranda 9¾% Notes 1980	$C.98	
F.P.	—	98	98	Do.	$U.S 98	
£25	23/1	27½	26	Norcros 15¾% Deb. 1990/95	26	
F.P.	28/11	120	100	Spirella 14% Conv. 1990	120	
F.P.	29/5	121½	98¼	Whitbread 11% Conv. 1995	121½	+1½
F.P.	31/10	99¼	98¼	York Waterworks 9% Red. Pref. 1980	99	

"RIGHTS" OFFERS

Amount Paid up	Latest Renunc. Dates †	‡	1975 High	1975 Low	Stock	Closing Price p	+ or −
F.P.	22/9	30/10	136	100	BPB Ind.	135	+2
Nil	28/10	25/11	46	37	Babcock & Wilcox	45pm	+3
F.P.	6/10	14/11	57½	49	European Ferries	57	+1
Nil	30/10	28/11	14½	10	Grand Met. Hotels	14pm	+1
Nil	—	—	104	70	I.C. Gas	104pm	+10
F.P.	4/11	—	100	84	Ladbroke	92	−1
F.P.	29/8	14/11	72	50½	Norcros	73	+3
Nil	30/10	9/12	40½	34	Northern Foods	40½pm	+4
Nil	—	—	4¾	3	Peacock Sssini	2½pm	
F.P.	17/10	14/11	312	280	Royal Insurance	312	+8

Renunciation date usually last day for dealing free of stamp duty. a Placing to public. b Figures based on prospectus estimate. d Dividend rate paid or le on part capital, cover based on dividend on full capital. p Pence otherwise indicated. u Forecast dividend: cover based on previous year's ngs. T Figures assumed. ‡ Cover allows for conversion of shares not now ng for dividends or ranking only for restricted dividends. Issued by tender. ered to holders of Ordinary shares as a "rights." 290 S.Afr. cents. Rights ty of capitalisation. †† Tender allotment price. ◆ Reintroduced. ‡‡ Issued in ction with reorganisation, merger or take-over. Introduction. Issued to r Preference holders. Allotment letters (or fully-paid). † Provisional or paid allotment letters. With warrants.

SUMMARY OF THE WEEK'S COMPANY NEWS

Take-over bids and mergers

The bids and mergers scene was very quiet last week, with no new entrants appearing for the accompanying bids table. However, an approach has been made by **Howard and Wyndham** to **Ciro Holdings**, the retail and wholesale jewellers, with a view to agreeing terms for an offer from the former for the 67.3 per cent. of the Ciro equity not already owned. The H and W chairman has stated that an offer is unlikely to be made without the approval of the Ciro Board, which has advised its shareholders to retain their shares pending a further announcement. With the Ciro share price improving to close the week at 14½p on the news, the whole equity is capitalised at about £1m.

An announcement made the previous Friday that **McLeod Russel** and **James Finlay** *are holding discussions which may lead* to a reorganisation of their substantial shareholdings in **Teith Holdings, Consolidated Tea and Lands, Cessnock Holdings** and **West Nile Holdings** sparked off speculative buying in the latter four companies during the week. Teith closed yesterday at 295p to value the whole equity at £2.8m. and Consolidated Tea at 300p for a market capitalisation of £3.6m., while the end-week prices of 285p for West Nile and 190p for Cessnock make respective capitalisations of £1.8m. and £1.4m.

George Sturla has bought a 14 per cent. stake in **S and U Stores** at 20p per share, representing a total outlay of £250,000, *and has also entered into put-and-call option arrangements under* which it may acquire another 14 per cent. at the same price. The vendors are the Coombs family which, prior to this move, controlled S and U. A Sturla spokesman has emphasised that there is no intention at present to make a full-scale bid, the stake being regarded as an investment.

Central Manufacturing and Trading has decided to let its rejected offer for **LCP Holdings** lapse following the receipt of a very poor level of acceptances. After having carefully considered the LCP defence document, CMT came to the conclusion that a higher offer would not be justified.

Company bid for	Value of bid per share k	Market price k	Price before bid	Value of bid (£m's) k	Bidder	Final Acc'tce date
Prices in pence unless otherwise indicated.						
Alderman Scs.	23	21	20	0.8	Chterhll Fin.	27/10
Andre Bernard	6¼*	6¼	5	0.1*	Hepmead	—
Anglo-Thai	153	148	102	31.3	Inchcape	31/10
Atlas Stone	95*	93	60	3.7*	Cie F.Eternit	30/10
Bellair Cosmetics	16*d	21½	16	0.1*d	Hills London Shops	11/11
City of Gracech'ch	27½	26	30	2.0	Gen. Investors	—
City of Gracech'ch Convertible	32½	28	30	0.26	Gen. Investors	—
Clifton Invs.	41½d	10	4½	0.15*d	Aries Hldgs.	—
Court Hotels	50*	32½	32½	1.3*	BSQ Secs.	—
Felixstowe Dock	£1.50*	130	90	5.2*	Brit. Transport Docks Board	—
Floreat Inv.	38.4*	46	30	0.9*	Mr. T. Buckley	—
Glouc. & Chelt. Greyhounds	50*d	55	40	0.2*d	Suregain Secs.	—
Great Boulder	76½d	74	70	46.8d	Western Mng.	—
Gresham Hotel	135*	135	—	1.1*	Tunney S. HUs.	—
Harris (M. P.)	80*d	77	40	1.5*d	Grvwd. Secs.	24/10
Holbiyn Cpn. "A"	53*d	48	40	3.2*d	Mr. Abe Goldberg	—
Holbiyn Cpn. "B"	53*d	48	46	0.9*d	Mr. Abe Goldberg	—
Lincoln Corn Exch.	£10*	£10	£10	0.3*	Tripdene	—
Magnet Joinery	—	190	130	42.6e	Agreed merger	
Southerns-Evans	—	137	92½	42.6e	Agreed merger	
Nairn Williamson	120*d	117	92	5.7*d	Unilever	—
Pentland Industs.	4½*d	5½	6½	0.6*d	Robt. Stephen	—
Permali	30d	30	15	2.4d	BTR	30/10
Roberts (Chas.)	210*	205	190	1.5*	Lonrho	—
Scotia Invs.	17*d	17	20	0.6*d	Alco Metrop Properties	—
Seaham Harbour	£26*	£5½	£5½	0.6*	Tinline Ests.	—
SA Distilleries	384d	350	380	6.24	Oude Meester	—
Walmsley (Bury)	60*d	57	37	1.6*d	Beloit Cpn.	—

* All cash offer. b Cash alternative. c Partial bid. d For capital not already held. e Combined market capitalisation. f Date on which scheme is expected to become operative. g Based on 24/10/75. k Based on 23/10/75. n Notional value. ‡ At suspension. † Bid.

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)		Earnings* per share (p)		Dividends* per share (p)	
Ben Bailey	June 30	196	(401)	1.7	(3.5)	0.74	(0.69)
Brit. Ind. Hldgs.	June 30	340	(1,080)	2.3	(3.9)	1.4	(1.4)
David Charles	June 30	1,415	(2,849)	1.7	(6.3)	1.49	(1.27)
F. Copson	April 30	117	(92)	1.4	(1.0)	0.61	(0.55)
Credit Finance	Mar. 31	74	(153)	1.0	(3.0)	1.05	(2.1)
Dawnay Day	June 30	2,113L	(347)	—	(—)	0.50	(1.21)
Ductile Steels	June 28	3,782	(4,627)	19.7	(15.8)	3.94	(3.69)
Electo	June 30	1,036	(854)	4.1	(3.4)	1.42	(1.33)
Ellis & McHardy	July 31	202	(144)	12.0	(8.7)	2.22	(2.08)
Gomme Hldgs.	Aug. 31	521	(1,577)	3.2	(11.2)	4.93	(4.62)
Guildhall Propty.	June 30	410	(356)	3.3	(2.8)	1.99	(1.87)
McKechnie Bros.	July 31	8,955	(15,501)	7.7	(15.9)	3.55	(3.32)
Myddleton Hotels	June 30	129	(68)	7.5	(4.1)	3.62	(3.42)
Newman Tonks	July 31	1,508	(1,917)	6.2	(8.6)	2.96	(2.77)
Paterson Zochonis	May 31	8,328	(6,027)	54.8	(32.9)	7.00	(3.13)
S. Simpson	July 31	649	(474)	4.4	(3.7)	2.80	(2.63)
Walker & Homer	July 31	582	(251)	4.7	(1.9)	1.18	(0.73)

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)		Interim dividends* per share (p)	
Assoc. Biscuits	†Sept. 7	4,798	(2,933)	1.20	(1.12)
Astb'ry & Madeley	June 30	182	(165)	0.32	(0.30)
Ayrshire Metal	June 20	203	(208)	0.57	(0.57)
Henry Boot	June 30	1,014	(731)	2.50	(6.50)b
Burrell & Co.	June 30	2	(445)	0.19	(0.19)
Clayton Son & Co.	June 30	134	(143)	0.98	(1.01)
Dunlop Hldgs.	June 30	19,830	(20,830)	1.68	(1.68)
Fidelity Radio	Sept. 30	461	(534)	1.05	(0.99)
Fothergill & H'vey	July 19	407	(540)	2	(2)
Green's Ec'n'miser	June 30	590	(630)	1.05	(0.99)
Harrison & Crsfld.	June 30	6,063	(9,283)	10	(12.01)¶
Hawker Siddeley	June 30	24,975	(23,165)	6.14	(5.75)
Hopkinsons	July 31	294	(544)	0.75	(0.75)
House of Lerose	July 18	451	(513)	1.64	(1.64)
Hunting Gibson	June 30	676	(2,112)	5.00	(5.00)
Lankro	Aug. 31	960	(1,480)	2.4‡	(1.3)
Marks & Spencer	Sept. 27	33,917	(35,255)	1.20	(1.13)
Marshall's Univsl.	June 30	890	(804)	3.25	(3.06)
Mothercare	Sept. 27	3,624	(3,251)	1.66	(1.26)
B. I. Nathan	July 11	71	(131)	1.00	(0.75)
Plessey	Sept. 30	17,011	(20,517)	—c	(—)
Reed Executive	June 28	326	(456)	2.02	(3.12)
Rugby Portland	June 30	5,302	(4,907)	1.36	(1.28)
Rugby Prtlnd. NV	June 30	—	(—)	0.87	(0.82)
Sabah Timber	June 30	2,178	(4,200)	0.35	(0.35)
Selincourt	July 31	603	(718)	0.35	(0.35)
Sheffield Twist	June 30	1,110	(810)	Nil	(3.06)§
Spillers	Aug. 2	8,572	(7,140)	0.51	(0.67)
Staflex	June 30	940	(985)	1.20	(1.13)
Steel Bros.	June 30	1,030	(1,090)	3.38	(3.17)
Tricentrol	June 30	317	(621)	Nil	(0.71)
UBM	Aug. 31	1,709	(3,048)	1.76	(1.76)
Uniflex	July 31	310	(129)	—	(—)a

(Figures in parenthese are for corresponding period)

Dividends shown net except where otherwise stated.

* Adjusted for any intervening scrip issue. † On capital increased by rights and/or acquisition issue. ‡ Total 4.8p forecast. ¶ In two payments. § Single payment. a Final of 1.055p declared for 1974-75. b Single payment only. c First interim already announced (1.13p). L Loss.

Rights Issues

Ellis and McHardy: One-for-two at par.

David Charles: One-for-one at par.

Kwik Save Discount Group: One-for-one at par.

S. and W. Berisford: One-for-one at par.

Lennons Group: One-for-one at par.

BIDS AND DEALS

Pearl and New London agree terms

Pearl Assurance and New London Properties have agreed terms whereby Pearl will make an offer to acquire the capital of NLP, other than the 1,951,500 Ordinary shares and 1,050 Preference shares already owned by it.

The terms for the New London Properties shares are: for each Ordinary share of 25p, 250p in cash; and for each Preference share of £1, 70p in cash.

The offer will be subject to the usual conditions of the City Code on Take-overs and Mergers, and will, at the discretion of Pearl, also be subject: (a) In the case of both Ordinary and Preference shares—to sufficient acceptances being received to enable Pearl to acquire compulsorily any of the NLP shares in respect of which the offer is not accepted; and (b) In the case of the Preference shares—the offer for the Ordinary having been declared unconditional.

The directors of NLP (other than Mr. F. J. Garner, deputy-chairman of Pearl who took no part in the deliberations of the Board of NLP on this matter) unanimously recommend holders to accept the offer.

NLP has been advised by Kleinwort Benson and Pearl by London and Yorkshire Trust.

FELIXSTOWE DOCK —BTDB

The British Transport Docks Board has now formally offered to acquire all the Ordinary £1 stock units in the Felixstowe Dock and Railway Company for 150p each in cash. The Board of the Felixstowe Dock has decided unanimously to recommend the offer to its stockholders as being fair and reasonable.

So far as the undertakings as to employees and management and the future development of the port itself are concerned the Board has consulted employees as to these undertakings which as far as possible protect the proper interests and future of all concerned.

Because of Parliamentary procedure, it is unlikely that the necessary legislation could receive the Royal Assent before August, 1976. It is only then that BTDB could pay cash to the Ordinary stockholders of Felixstowe Dock.

See Lex

GROVEWOOD —HARRIS

The offer on behalf of Grovewood Securities to acquire the Ordinary shares of M. P. Harris (Holdings)—other than those already owned by or to be allotted to Grovewood—has now become unconditional. It has been extended and will remain open until further notice.

On the basis of the enlarged Ordinary share capital of Harris following the scrip issue, comprising 6.96m. shares, acceptances have been received in respect of 2.47m. existing Ordinary of Harris and 1.64m. new shares of Harris. These, when aggregated with the 1.63m. held by Grovewood on October 3, the 1.08m. to be allotted to Grovewood as a result of the capitalisation issue, amounts to 98 per cent. of the total Ordinary capital of Harris.

CHARTERHOUSE

The offer by the Charterhouse Group for preference stock of Charterhouse Investment Trust, has been accepted on account of £742,909, which with the £153,000 of Preference stock which was held by the group before the offer makes the total holding £895,909, representing 89.6 per cent. The offer has been extended until further notice.

HEAL—H. DUNN TALKS

Negotiations are in progress between H. G. Dunn and Sons and Heal and Son Holdings which are expected to lead to an offer being made by Heal for the 50 per cent. of Dunn's Ordinary not already owned. Proposed terms are £4.50 cash plus £2 of 8½ per cent. Unsecured Loan 1979 for each share.

JFB—GREENING

Acceptances of the offer on behalf of Johnson and Firth Brown for the Preference capital of N. Greening and Sons have been received in respect of 82.5 per cent. of the issued capital. The offer has closed.

APPOINTMENTS

Heal and Son Holdings Board changes

Sir Jan Lewando has been elected a non-executive director of HEAL AND SON HOLDINGS. Sir Jan recently retired as chairman of Carrington Viyella. Mr. Anthony F. Twist has been appointed a director with special responsibility for group finance. Mr. Twist is also a partner of Phillips and Drew, stockbrokers. Mr. Leonard Thorpe, who will retire on January 31 next, has relinquished his directorship of Heal and Son Holdings, but will remain a director of Heal Fabrics until his retirement.

★

Mr. Peter Julian Millett, QC, of 9, Old Square, Lincoln's Inn, W.C., and Mr. Ian MacDonald Bowie, chartered accountant, of 11, Ironmonger Lane, E.C., have been appointed to act as inspectors to investigate the affairs of THE CENTRAL PROVINCES MANGANESE ORE COMPANY.

★

Mr. J. Godfrey Le Quesne, QC, will take up his five-year term as the new chairman of the MONOPOLIES AND MERGERS COMMISSION on December 1. He succeeds Sir Ashton Roskill, QC, a member of the Commission for 15 years and chairman for the last 10 years, who retires on November 30.

★

Mr. Alastair S. O'Neil has been appointed the new president of the JUNIOR CHAMBER OF COMMERCE FOR LONDON.

★

Mr. W. R. Burrows has been appointed a vice-president of AVIQUIPO INC. (a subsidiary of Lockheed Aircraft Corporation) with responsibility for Northern Europe. He is succeeded as manager of Aviquipo of Britain by Mr. G. E. Dinsdale.

★

Mr. Thor E. Stephenson has been elected chairman and Mr. Donald C. Lowe president and chief executive officer of PRATT AND WHITNEY AIRCRAFT OF CANADA in succession to Mr. Stephenson. Mr Lowe has been with General Motors for the last 15 years, most recently as director of manufacturing for Vauxhall Motors. Mr. Stephenson becomes chairman after 18 years as president of Pratt and Whitney Aircraft of Canada.

★

Mr. Colin N. Brown has been appointed to the Executive Board as U.K. operations manager of MAKRO SELF SERVICE WHOLESALERS. He will start duties in the U.K. early next year.

★

Mrs. Marcia Buggins and Mr. Hugh L. Evans have been appointed directors of CULLUM CEILINGS in Birmingham, the new subsidiary of H. W. Cullum and Co.

★

Mr. Bruce Rainsford has been appointed marketing director of BOWATER CARPETS, a subsidiary of Bowater Corporation. This is a new group appointment.

★

Mr. K. McIntyre Perry has been appointed managing director of BREVITT SHOE MANUFACTURERS, and Mr. R. L. Graham managing director of BREVITT SHOES.

★

The G. R. Francis Group, heating and plumbing merchants, have appointed Mr. R. A. (Bob) Hill managing director of HEATING RADIATOR SUPPLIES, and a director of G. R. FRANCIS, to take complete control of both companies' domestic heating sales.

★

Mr. Harold Smedley, High Commissioner in Sri Lanka since 1973, has been named as Britain's next High Commissioner to New Zealand.

★

Mr. Tony Wharmby, who has worked on LONDON WEEKEND TELEVISION drama for the last four years, is to become the company's head of drama from next February. He will succeed Mr. Rex Firkin, who has held the post since 1970 and is to remain as LWT's drama consultant.

INTERIM STATEMENT

Reed International Limited

Consolidated Profit Statement for the 6 months ended 30th September 1975

3 Months Ended 30.9.74	3 Months Ended 30.9.75	£ million (unaudited)	6 Months Ended 30.9.75	6 Months Ended 30.9.74
230.7	256.4	SALES	495.0	453.5
146.3	153.0	United Kingdom and Exports	308.8	292.0
84.4	103.4	Overseas	186.2	161.5
25.7	15.5	OPERATING PROFIT	29.1	51.7
10.8	6.4	United Kingdom	13.0	24.4
14.9	9.1	Overseas	16.1	27.3
(3.4)	(6.2)	INTEREST PAYABLE LESS RECEIVABLE	(11.3)	(7.1)
22.3	9.3	PROFIT BEFORE TAXATION	17.8	44.6
10.2	4.4	TAXATION	8.6	20.6
4.6	1.5	United Kingdom	3.3	10.2
5.6	2.9	Overseas	5.3	10.4
12.1	4.9	PROFIT AFTER TAXATION	9.2	24.0
1.4	0.5	MINORITY INTERESTS	0.8	2.4
10.7	4.4	PROFIT attributable to Shareholders	8.4	21.6
		EARNINGS PER ORDINARY SHARE OF £1		
11.8p	4.8p	... for 3 months ended 30th September		
		for 6 months ended 30th September ...	9.1p	23.9p
		for 12 months ended 31st March 1975	45.4p	

The Directors have declared an Interim Dividend of 5.9555p (previous year 5.1720p) per £1 Ordinary Share, absorbing £5.4 million, in respect of the year ending 31st March 1976. The gross equivalent of this Interim Dividend, together with the imputed tax credit, is 9.1623p (previous year 7.7194p).

Under the present legislation, the maximum allowable dividend increase for the year ending 31st March 1976 is 0.7835p per share and all of this is being added to the Interim Dividend.

The Interim Dividend will be paid on 8th January 1976 to Shareholders on the register on 21st November 1975.

REED INTERNATIONAL LIMITED REED HOUSE PICCADILLY LONDON W1A 1EJ

WALL STREET + OVERSEAS MARKETS + LATEST PRICES

Down 14 on NY City fears

BY OUR WALL STREET CORRESPONDENT

NEW YORK, Oct. 24.

SHARP LOSSES hit Wall Street to-day, folowing the impending financial colapse of New York City, and possibly New York State, coupled with the potential severe effect on Securities Markets.

The Dow Jones Industrial Average dropped 14.64 to 840.52, reducing its rise on the week to 8.34, while the NYSE All Common Index, at $47.57, dipped 68 cents on the day but was still up 51 cents on the week. Losses led gains by 895-to-515, while the trading volume expanded 220,000 shares to 18.12m.

Moderate early selling followed reports tht opposition is growing in Congress to a financial bailout of New York City, threatened with collapse in early December.

Selling intensified after the report that Moody's Investors Services withdrew ratings on certain notes of New York State Agencies. This was quickly followed by the report that the Senate Banking Committee again failed to agree on a plan for financial aid for New York City and adjourned until Tuesday.

Brokers added that the City's problems far outbalanced the favourable news of a prime rate cut to 7¾ per cent. from 8 per cent. by First National City Bank of New York, a move that many other banks quickly followed.

General Motors fell $1¼ to $55 and Ford $1¼ to $39¾, but were up $⅜ to $11⅛.

Moore McCormack Resources were down $2½ to $66⅞ on lower operating earnings.

The American SE Market Value Index moved down 0.52 to 83.07, making a loss of 0.52 on the week. Declines on the day outnumbered advances 319 to 235. Great Basin Petroleum the most active issue rose $⅜ to $3⅛ on 78,700 shares.

Canada firm

Canadian Stock Markets were generally firm in moderate trading yesterday.

The Western Oils Index rose 1.79 to 191.35, Base Metals 0.22 to 70.97, Golds 0.73 to 286.01 and Banks 1.00 to 253.04. But Industrials eased 0.26 to 169.42 and Papers shed 0.27 to 99.56, while Utilities held unchanged at 120.19.

OTHER MARKETS

PARIS—Generally well maintained but some unease caused by threat of Public Sector strikes.

Banks, Foods, Chemicals and Electricals higher. CGE firm—it plans a Frs.350m. Convertible Bond issue. Other sectors steady.

American shares up, Germans, Dutch, Canadians and Foreign Oils steady. Golds fell sharply.

GERMANY — Mixed in light dealings.

Coal Mines in demand, Chemical, Electricals and Steels little changed, while Motors and Stores eased.

Bond Market shed up to DM1.10. Regulating Banks took up DM2.6m. nominal of stock. Mark Foreign Loans generally firmer.

SWITZERLAND—Markets rallied on selective demand, with interest centred on Industrial leaders.

Dollar stocks firmer. Dutch Internationals very steady, Germans barely maintained.

AMSTERDAM — Dutch Internationals firmed strongly in more active trading.

Elsewhere, shares mixed. Losses led by Shippings. KSH fell sharply on its expectation of a loss in 1974-75.

State Loans easier.

MILAN—Firmer in fairly active trading.

Bonds resistant.

OSLO — Banking firm. Insurances and Industrials irregular, Shippings quiet.

VIENNA — Very steady.

COPENHAGEN — Mixed in active dealings.

TOKYO—Slightly firmer on active but selective buying, following the one per cent. cut in bank rate.

Trading Houses gained ground. Marubeni rose Y9 to 329.

Teikoku Oil put on Y16 to 317 on its better business outlook. Other Resources shares also firmed.

Honda Motor lost Y10 to 555 on proposed emission control standards for motor cycles.

Constructions, Oils, Machineries and Shippings declined.

JOHANNESBURG — Gold shares quiet and lower. Financial Minings also easier. Coppers off and Platinums eased.

AUSTRALIA—Lower on late selling pressure.

Energy stocks weak, with Utah falling 20 cents to $A9.40, Peko-Wallsend 10 cents to $A4.00 and Pancontinental 30 cents to $A6.30.

BRUSSELS—Generally higher. Fabrique Nationale rose almost 10 per cent. on its hopes to pay a dividend for the 1975-76.

Gold Mines sharply lower, U.S. and Dutch issues rose, U.K. and German stocks slightly lower.

Indices

NEW YORK

DOW JONES AVERAGES

Oct.	Home Bonds	Transport	Indus.	Util.	Trading volume 000s
24	62.34	166.53	840.52	82.47	18,120
23	62.37	168.18	855.16	82.29	17,900
22	62.34	167.21	849.57	82.79	16,060
21	62.16	162.02	846.82	82.29	20,800
20	62.14	166.71	842.25	82.12	13,250
17	67.98	164.26	832.18	82.31	15,650
16	62.09	165.52	837.35	82.31	16,910
15	62.03	166.38	837.22	81.26	14,440
14	67.94	167.22	835.25	81.51	19,950
13	67.95	166.15	837.77	81.19	12,020
10	67.72	165.06	825.91	80.39	14,680
9	67.75	162.75	834.54	79.56	17,770
8	67.56	162.94	825.91	78.55	17,500
7	67.56	161.11	816.51	78.70	15,330
6	67.21	159.27	819.68	78.80	15,470
3	67.53	152.59	815.21	78.19	16,360
2	67.05	152.95	794.65	77.29	14,290

1975	Home Bonds	Transport	Indus.	Util.	Trading volume
High	69.92 (4/4)	174.12 (5/7)	881.81 (15/7)	87.07 (24/6)	—
Low	66.16 (3/1)	146.47 (2/1)	632.04 (2/1)	72.02 (2/1)	—
All-time High	—	279.88 (7/2/69)	1051.70 (11/1/73)	163.32 (20/4/69)	—
Low	—	13.23 (8/7/32)	41.22 (2/7/32)	10.58 (8/4/32)	—

*Excluding bonds.

IND. DIVIDEND YIELD p.c.

Oct. 18	Oct. 10	Oct. 18 1974
4.60	4.65	5.80

N.Y. SE ALL COMMON INDEX

December 31, 1965=50.

1975 High	1975 Low	Oct. 24	Oct. 23	Oct. 22	Oct. 21	Oct. 20
51.24 (15/7)	37.06 (2/1)	47.57	48.25	47.98	47.81	47.92

RISES AND FALLS

Issues traded	Up	Down	Unchanged
1,822	515	895	412

	Oct. 24	Oct. 23	Oct. 22	Oct. 21	Oct. 20
New Highs	39	68	78	76	35
" Lows	11	12	61	18	17

AMERICAN SE MARKET VALUE INDEX

Starting base 100 Aug. 31, 1973.

1975 High	1975 Low	Oct. 24	Oct. 23	Oct. 22	Oct. 21	Oct. 20
86.80 (15/7)	62.20 (2/1)	83.07	83.59	83.52	83.70	83.27
Volume (000s)		1,820	1,580	1,430	1,780	1,420

STANDARD AND POORS U.S. STOCK INDICES

	*Industrials	†Composite
Oct. 24	100.60	89.83
" 23	103.29	91.24
" 22	101.67	90.71
" 21	101.49	90.56
" 20	100.65	89.82
" 17	99.56	88.86
" 16	100.14	89.37
" 15	100.00	89.33
" 14	100.09	89.28
1975 High	107.40 (15/7)	95.91 (15/7)
1975 Low	77.71 (8/1)	70.74 (8/1)

* 425 Industrials. † 425 Industrials, 50 Utilities, 25 Rails.

STOCK AND BOND YIELDS

	Oct. 22 1975	Oct. 15 1975	Oct. 23 1974
Ind. Ord. yield pc	3.74	3.89	4.86
Ind. Ord. p e ratio	11.97	11.78	8.19
Long-term Govt. Bds. per cent.	8.09	8.26	8.51

FRIDAY'S ACTIVE STOCKS

	Stocks traded	Closing price	Change on day
Tenneco	363,300	24⅜	+⅛
Polaroid	253,700	35⅛	−1¼
Southern Co.	209,700	14⅜	+⅛
MacMillan	150,200	4⅜	+⅛
Amer. Brands	130,200	33⅜	−1¼
Exxon	128,700	80½	−2¼
Damon	126,100	9⅞	+⅛
Pan Amer. Air	121,200	4⅜	−⅛
PPG Industries	112,300	32¾	−⅛
Minn. Ming. & Mfg.	109,100	57½	−1⅜

TORONTO

INDUSTRIAL INDEX

Oct. 24	Oct. 23	1975 High	1975 Low
169.42	169.68	196.80 (15/7)	159.41 (2/1)

MONTREAL

INDUSTRIAL INDEX

Oct. 24	Oct. 23	1975 High	1975 Low
179.29	174.03	205.61 (15/7)	159.93 (2/1)

COMBINED INDEX

Oct. 24	Oct. 23	1975 High	1975 Low
170.85	171.33	198.09 (12/7)	158.05 (2/1)

JOHANNESBURG

	Oct. 24	Oct. 23	1975 High	1975 Low
Industrials	203.3	202.8	236.9 (16/7)	183.2 (23/1)
Gold	240.0	247.8	379.1 (2/1)	203.3 (10/8)

(1958=100.) Source: Rand Daily Mail.

MELBOURNE YIELDS

Av'ge yield on 50 Leading Stocks	Oct. 23	Oct. 16	Oct. 9
On Dividends	6.47	6.18	6.54
On Earnings	10.58	10.27	10.51

SYDNEY ALL ORD. INDEX

Oct. 24	Oct. 23	High 1975	Low 1975
406.72	409.38	422.40 (14/10)	269.88 (9/1)

TOKYO NEW SE INDEX

Base=100 January 4, 1968.

Oct. 24	Oct. 23	High 1975	Low 1975
314.76	314.06	333.11 (2/7)	268.24 (10/1)

HONG KONG INDEX ф

Oct. 24	Oct. 23	High 1975	Low 1975
319.88	316.69	341.57 (1/8)	160.44 (9/1)

SINGAPORE INDEX §

Oct. 24	Oct. 23	High 1975	Low 1975
224.53	223.69	260.89 (11/6)	155.40 (8/1)

EUROPE

	Oct. 24	Previous	1975 High	1975 Low
Belg'm (a)	98.48	98.27	111.81 (15/5)	89.01 (2/1)
Denm'k (b)	94.54	94.39	94.98 (20/10)	75.0 (15/1)
France (d)	67.1	66.8	72.5 (25/4)	51.70 (2/1)
Germ'y (e)	714.4	717.6	726.1 (16/4)	575.5 (2/1)
Holland (f)	88.5	88.4	107.6 (6/5)	83.2 (2/10)
Italy (g)	80.76	79.47	106.86 (21/2)	75.41 (17/10)
Spain (h)	92.60	92.52	110.56 (22/4)	91.85 (19/9)
Sweden (k)	407.52	405.56	407.52 (24/10)	310.56 (9/1)
Switz'rl'd (m)	255.9	255.5	286.1 (6/5)	405.5 (2/1)

Indices and base dates (all base values 100):— (a) Belgian S.E. 31/12/63. (b) Copenhagen S.E. 1/1/73. (d) Paris Bourse 1961. (e) Commerzbank December 1953. (f) Amsterdam Industrial 1970. (g) Milan 2/1/73. (h) Madrid S.E. 31/12/74. (k) Stockholm Industrial 1/1/58. (m) Swiss Bank Corp. 31/12/58. (u) Unavailable. ф Hang Seng Bank 31/7/64. § Straits Times 1966. (c) Closed. † Adjusted.

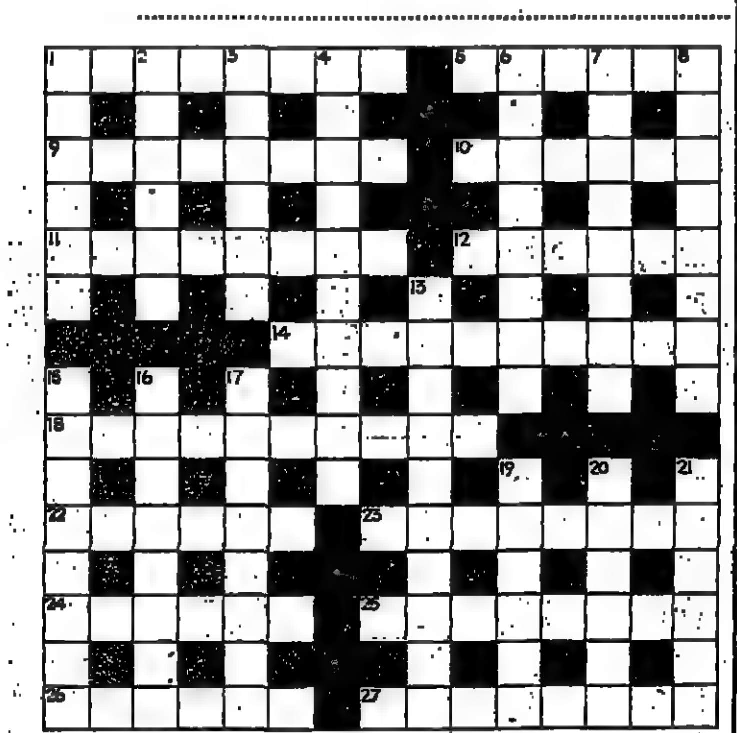
F.T. CROSSWORD PUZZLE No. 2,914

A prize of £3 will be given to each of the senders of the first three correct solutions opened. Solutions must be received by next Thursday, marked Crossword in the top left-hand corner of the envelope, and addressed to the Financial Times, 10, Cannon Street, London, EC4P 4BY. Winners and solution will be given next Saturday.

Name ....

Address ....

....



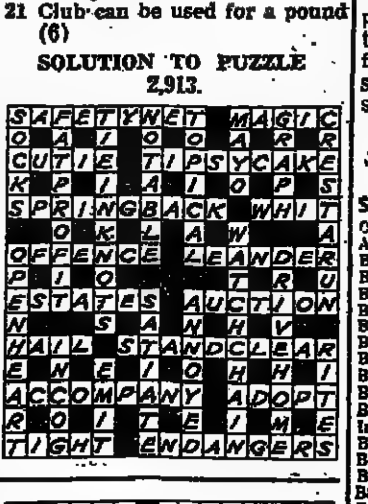
ACROSS

1 In favour of protected children joining pack at Twickenham (8)
5 Southern king goes to jug for holding joint together (6)
9 Dashing to see presentable girl broadcasting (8)
10 Don't despair of getting speculator out of bed (4, 2)
11 Resemble request for attention to fancy ... (4, 4)
12 ... shutter coming in greater proximity (6)
14 Settle what's owing to family for telling part of anecdote (3-3, 4)
18 Declining to go from trenches into battle (4, 3, 3)
22 Chief appears demure to a student (6)
23 Veto work of developer (8)
24 Gloomy about hydrogen put in craft (6)
25 Stroke of course that could keep potatoes from getting cold (4, 4)
26 Air display (6)
27 Season before start of tennis match (8)

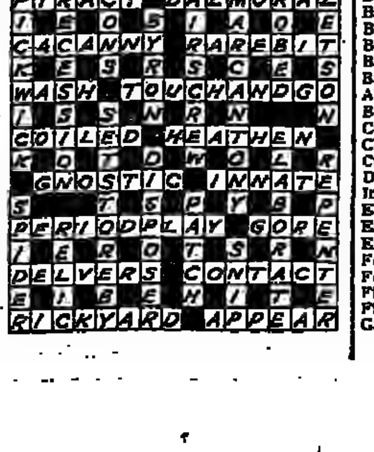
DOWN

1 Nonsense losing sticks in swindle (6)
2 Strip necessity for typists to make an impression (6)
3 Records each way girl in place of the seal (6)
4 Advice to abstain from poet (10)
6 Drivers as a rule go on voting Labour (4, 4)
7 Guardian's job of putting five hundred in naval vessel (8)
8 Press man on subject of beer (8)
13 Set out to persuade woman to harmonise (2, 8)
15 Fully stocked with increased motive power (6, 2)
16 He's starting to appeal to pub crawler (8)
17 Devoted diplomat joins daughter (8)
19 Mac's up to mischief in college grounds (6)
20 Decline to be accompanied by the Queen (6)
21 Club can be used for a pound (6)

SOLUTION TO PUZZLE 2,913.



SOLUTION AND WINNERS OF PUZZLE No. 2,909



Following are the winners of last Saturday's prize puzzle:

Mr. G. Kenny, 37 Mount Street, Lincoln.

Mrs. J. Martin, 2 Maple Close, Halstead, Essex.

Mr. A. G. Pugh, 27 Cedar Road, Hythe, Southampton SO4 6PH.

RACING BY DOMINIC WIGAN

Observer Gold Cup is sub-standard

IN A SURPRISINGLY sub-standard race for to-day's Observer Gold Cup (3.00) at Doncaster, it may pay backers to take an each-way interest in Yves-Saint Martin's mount, *Earth Spirit*, one of two challengers from France.

This tough Amber Rama colt trained at Chantilly, by Angel Penna for Mr. Daniel Wildenstein, has been maintaining useful form in smart company, and he is considered some way in front of his fellow Cross Channel raider, Galliapiat, a stablemate to Green Dancer, who took this event a year ago.

The favourite, Solitary Hail, for whom the recent booking of Lester Piggott was, apparently, the reason for Willie Carson, deciding to split from Solitary Hail's trainer, Barry Hills, may provide the chief threat to the selection.

Forty minutes before the Observer Cup, Piggott will be aboard another firm favourite, when partnering the topweight, Calaba, in the Manchester Handicap (2.20).

Lord Fairhaven's remarkable mare, who is bidding for a fourth consecutive victory after successes in the Great Yorks Handicap here, Ascot's Cumberland Lodge Stakes, and the Mitre Stakes, again at Ascot, is sure to make a bold bid to maintain her run.

However, I doubt her conceding 29-lb to *Ribellaro*, who chased home Mr. Bigmore (also in to-day's line-up) in the Kirkham Handicap at York two weeks ago.

Edward Hide, who partners the possibly under-rated Leventis in the Observer Gold Cup, has a fine chance of maintaining his scoring rate through that handsome sprinter, *Burwell*, among the runners for the Allendale Handicap (3.30). Mick Easterby's four-year-old, a close third behind Lazenby at York earlier this month, is on the upgrade, and appeals as a good bet.

With Bula a surprising absentee, from Newbury's Hermitage Chase (2.00) only the Queen Mother's *Game Spirit* and that tough mare, Credo's Daughter, take the field. Despite having to concede 5-lb to Credo's Daughter, Game Spirit — a winner here seven times already — will probably come out on top.

Later in the afternoon racegoers have an intriguing race for the principal flat event on the Newbury card, the £9,000 St. Simon Stakes (3.00). Here, the Ebor winner, Dakota, will be trying to concede from between 3-lb and 7-lb to his opponents—Mil's Bomb, Kalpour and *Ranksborough*.

The last-named, who failed by only a head to deal with that much-improved three-year-old, Escapologist, to whom he was giving 10-lb, in Goodwood's Valdoe Stakes on his most recent appearance, may prove up to outpacing that fine mare, Mil's Bomb.

DONCASTER
1.45—Illumination
2.20—Ribellaro*
3.00—Earth Spirit (e.w.)
3.30—Burwell***
4.00—Peterhof
4.30—Lazenby

NEWBURY
1.30—Zabaglione
2.00—Game Spirit**
2.30—Major Role
3.00—Ranksborough
3.30—Southwark Star
4.00—Wephen

SPAIN ♥

[illegible]

OVERSEAS SHARE INFORMATION

Investment premium based on $2.60 per £1—91¾% (100½%)

NEW YORK

[illegible]

CANADA

[illegible]

GERMANY ♦

[illegible]

PARIS

[illegible]

STOCKHOLM

[illegible]

MILAN

[illegible]

SWITZERLAND ♦

[illegible]

BRUSSELS

[illegible]

OSLO ♦

[illegible]

AUSTRALIA

[illegible]

AMSTERDAM

[illegible]

VIENNA

[illegible]

TOKYO ¶

[illegible]

COPENHAGEN

[illegible]

JOHANNESBURG

[illegible]

هكذا من الأصل

How Jim Slater built up his empire—and the turning point

BY STEWART FLEMING

[F]OR SEVERAL weeks now a [st]eadily weakening share price [h]as given rise to growing specu[la]tion about the future of Slater [W]alker Securities, perhaps the [be]st known of the financial con[gl]omerates which transformed [th]e investment markets of the [Ci]ty during the past decade.

The announcement last night [th]at the chairman, Mr. Jim [Sl]ater was leaving and the [bo]ard is being reconstructed [un]der the auspices of the Bank [of] England finally resolved at [an]y rate the speculation about [Mr.] Slater's position.

Ever since the secondary [ba]nking crisis burst on the City [in] December 1973 and early [19]74 overwhelming companies [wh]ich were generally regarded [as] imitators of concepts first [de]veloped at Slater Walker, in[clu]ding for example J. H. Vavas[seu]r and Jessel Securities, there [ha]ve been sceptics anticipating [tha]t Slater Walker would not [sur]vive without fundamental [cha]nges in both its management [an]d its style of operation.

[T]o many who regarded Slater [Wa]lker as just another secon[dar]y bank, but a big one, the [com]pany's success in surviving [the] last two years apparently [wit]hout needing official support [has] been one of the more sur[pri]sing aspects of the secondary [ban]king crisis.

[I]nevitably gossip about the [com]pany has centred on the [figu]re of the chairman, Mr. [Sla]ter himself, for ever since its [init]ial foundation and expansion [as] one of the most glamorous [gro]wth stocks of the past two [Stoc]k Exchange booms, the for[tun]es of the company and of its [cha]irman have been inextricably [link]ed. As Slater Walker Securi[ties] grew, there grew around [Mr.] Slater a charisma which [doe]s not normally attach itself [to C]ity financiers.

[S]urprising

[N]o doubt Mr. Slater himself [mus]t have on occasions found [his i]nfluence in the City surpris[ing], for he did not come from [a tr]aditional City background. [Th]e first career he set out on [was] in the engineering indus[try].

[Af]ter five years training as [an] accountant and a period [with] a company called Dohm, [Mr.] Slater moved to Park Royal [Vehi]cles, a commercial vehicle manufacturer which became part of the Leyland group. Mr. Slater himself eventually become personal assistant to the then Mr. Donald Stokes.

Mr. Slater rose to become a director of British Leyland and was a board member when it finally had to turn to the Government for help. By this time he had already built the investment and financial conglomerate which took his name, and the name of his business associate, Mr. Peter Walker.

The start

Mr. Walker soon ceased to play an active role in the business as his political career prospered. He became Secretary of State for Trade and Industry in Mr. Heath's Government and remains an influential figure on the moderate wing of the Conservative Party.

In 1963 Mr. Slater left Leyland and with capital of £50,000 he set up in business of his own having already begun to take an active interest in Stock Exchange investment on his own behalf and on behalf of personal clients.

He bought control of a property company, H. Lotery, and within six years he had transformed this diminutive company into a multi-national investment operation which at its peak had a market capitalisation of over £200m.

The spectacular growth of Slater Walker Securities, by itself, would have assured the company and its directors of a widespread following and publicity. But the significance of the company's expansion went deeper for the methods it employed—the rationale propounded by Mr. Slater, and the scores of imitators who adopted similar business strategies—not only transformed the business climate in the City but eventually brought the financial community to the centre of the political stage with a degree of publicity which most City financiers felt to be undesirable.

Initially this rationale was described by Slater Walker as the acquisition of companies which were performing inadequately and making poor use of their assets, the injection of more aggressive management, and the stripping out of surplus resources whether of capital or labour. The acquisition of Crittall-Hope in 1960 is often cited as an example.

It was this bid, together with the purchase in the same year of Drages which took in the Ralli trading interests which transformed Slater Walker into a major international company.

The selection of companies to acquire was only one side of the Slater Walker operation. The other aspect was the use of highly rated Slater Walker shares to make the purchase. The use of highly rated paper for the acquisitions ensured that the bidder's earnings were not diluted by the takeover. It therefore became of critical importance that the Slater Walker share price attracted a glamour stock status. Thus it was not just the balance sheet but the image of the company that was important.

By 1968, 1969, and 1970 the rationale of Slater Walker Securities was accepted as a factor which might contribute to the more efficient use of U.K. resources. Mergers of the efficient and the inefficient were officially encouraged and Slater Walker appeared in the mainstream of this economic fashion.

Within the space of three years public attitudes towards the activities of companies such as Slater Walker, and some of its imitiators—in particular Mr. John Bentley's Barclay Securities—were already changing.

Questioned

The claims that these aggressive financial conglomerates were promoting industrial efficency were increasingly questioned. It was argued that they were merely exploiters, using paper share certificates to strip out the assets from companies cheaply acquired in order to contribute to their own expansion. The methods they employed, in particular the use of nominee names to build up stakes in target companies—"warehousing"—were increasingly criticised.

By this time, Slater Walker itself had already moved away from expansion using the industrialy-based asset orientated takeover. It had begun to develop as an investment bank, providing financial services for associates in which it held strategic stakes.

At the centre of this network of interlocking interests Slater Walker Securities developed banking, investment dealing and personal financial services operations including life assurance and unit trust management.

It was at this point in 1973—with Slater Walker Securities already operating in many of the areas of the traditional merchant bank—that the critical decisions were taken which, with hindsight, briefly marked the highpoint of the company's expansion and influence.

Hill Samuel

On April 26, 1973, Slater Walker and the old established banking house of Hill Samuel, members of the inner circle of the Accepting Houses, announced that they were to merge, a proposal which would have created perhaps the most powerful banking and investing company outside the clearing banks.

Opposition to the merger quickly became apparent, and the validity of the creation of this type of investment bank in the U.K. was questioned, although the proposal secured official approval. By June 19, the two companies jointly announced that they had been unable to agree that the deal should go through because of "fundamental differences of workstyle and personalities."

Had that merger gone through then Slater Walker would have found itself as the member of a group—the accepting houses—which attracted the protection of the Bank of England, an invaluable defence barely six months later when the secondary banking crisis broke.

In the event, in 1974, Slater Walker entered into what Mr. Jim Slater has subsequently described as a period of survival. In the 15 months from January 1, 1974, it sold off shares, businesses and properties worth £140m, including its overseas interests and major stakes—such as its holding in the Richard Costain building group.

As part of this contraction Slater Walker withdrew from its Far East interests including Haw Par. One of the factors cited by Mr. Slater in his resignation statement last night was adverse publicity concerning Singapore inquiries into Haw Par Brothers International.

COMMODITIES/Review of the week

Pressure on tin market renewed

BY OUR COMMODITIES STAFF

[A] DECLINE in tin prices con[tinue]d on the London Metal [Exch]ange yesterday, despite [...] support buying—believed [to b]e on behalf of the buffer [stock] of the International Tin [Agre]ement. Cash tin fell by £13, [to £3],045 a tonne, £50 down on [the] week.

[Lo]wer prices in Penang, the [firme]r tone of sterling, and con[tinue]d lack of consumer demand [unde]rmined the tin market [durin]g the week. There are some [doub]ts as to whether the buffer [stock] will have sufficient funds to [contin]ue support buying for long, [if th]e present pressure on prices [contin]ues.

[Co]pper prices recovered [sligh]tly yesterday. Cash wirebars [rose]d £2, to £555.75 a tonne, still [...] lower than a week ago. The [mark]et rally yesterday was attri[bute]d to reports of a worsening [situa]tion in Angola, underlining [the]r exporting difficulties [whic]h are hitting Zambia and [Zaire].

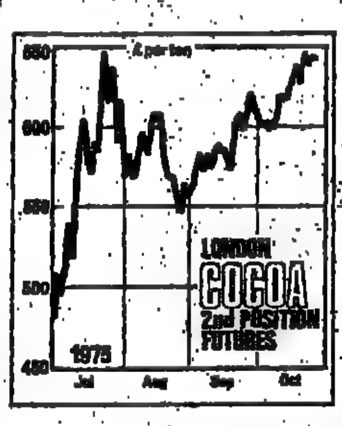
[Fo]recasts of the stocks rise [this] week, to be announced on [Mon]day, were reduced to lower [level]s, but it is felt that there [will] be a new upsurge of stocks [arriv]ing at LME warehouses [next] month.

[Tra]de demand remains very [subdu]ed, meanwhile, and specu[lative] interest in long-term investment buying has also been discouraged by forecasts that surplus stocks of copper will continue to grow in the next five years despite production cutbacks.

It was reported that Australia would seek associate membership of the Council of Copper Exporting Countries (Cipec) at the meeting next month.

Zinc values jumped yesterday, wiping out losses earlier in the week. Cash zinc rose by £8.25, to £345.25 a tonne, only £1 up on the week.

The sudden upturn followed some physical buying demand from the Continent and rumours that the producers would soon start a support buying campaign on the LME market. This would be to back up the recent increase in the official European producer price, from £360 to £390 a tonne.



Cocoa prices held steady, the March position on the futures market ending the week £5.25 higher, at £643.75 a tonne.

London merchant, Gill and Duffus, in its latest market report raises the world cocoa production estimate for the 1974-75 season by 27,000 tonnes, to 1,495,000 tonnes, the second highest outturn after the record 1971-72 figure. But the estimate for consumption is also raised to 1,383,000 tonnes, increasing the expected surplus by 15,000 to 97,000 tonnes.

The report notes that, despite the apparent surplus of production over demand, there is a continuing tightness in supplies actually available. This was partly because much of the surplus was being held in Brazil and partly because of Nigerian shipping delays.

A rise in the world sugar crop in 1975-76, to 82.9m. tonnes compared with 78.8m. tonnes in 1974-75, was made by the merchant, C. Czarnikow, in the latest market review out yesterday.

WEEKLY PRICE CHANGES

[illegible]

MARKET REPORTS

BASE METALS

COPPER—Turned upwards but closed below the day's highest on the London Metal Exchange. Prices were firmer in early trading [illegible]

[illegible]

SILVER

[illegible]

COCOA

[illegible]

COFFEE

[illegible]

FREIGHTS

[illegible]

RUBBER

[illegible]

SOYABEAN MEAL

[illegible]

SUGAR

[illegible]

GRAINS

[illegible]

MEAT/VEGETABLES

[illegible]

WOOL FUTURES

[illegible]

JUTE

[illegible]

FINANCIAL TIMES

[illegible]

REUTER'S

[illegible]

DOW JONES

[illegible]

MOODY'S

[illegible]

U.S. Markets

Grains and precious metals fall

NEW YORK, Oct. 24.

GRAIN FUTURES closed lower on speculative evening-up prior to the release of the USDA stocks in all-positions report. Sympathy speculative liquidation weighed on precious metal futures, while reports of Soviet purchases rallied sugar. Cocoa and copper benefitted from light trade buying, while coffee eased on speculative selling, Bache reports.

Cocoa—Ghana spot unquoted (same). Bahia 64 (64). Dec. 61.15 (61.10), March 57.75 (57.60). May 55.75, July 53.90, Sept. 52.90, Dec. 52.00, March unquoted. Sales 768.

Coffee—Spot Santos No. 4 unquoted (same). Colombian Mams unquoted (same). "C" Contract: Nov. 79.20-79.60 (79.80), Dec. 80.20 (80.55), March 79.70-79.74, May 80.26, July 80.50-80.75, Sept. 81.10-81.50. Sales 409.

Copper—Oct. 52.90 (52.50), Nov. 53.00 (52.70 settlements), Dec. 53.50, Jan 54.10 settlements. Sales 908.

Cotton—Dec. 52.28-52.35 (51.67), March 53.65-53.70 (52.99), May 54.45-54.50, July 54.90-55.10. Oct. 55.00-55.15, Dec. 55.05, March 55.30-55.45. Sales 1,900.

*Gold—Oct. 142.50 (144.00), Nov. 143.70 (144.60), Dec. 144.10, Feb. 146.09, April 148.10, June 150.20, August 152.30, Oct. 154.50, Dec. 156.60, Feb. 158.70. Sales 782.

Greasewool—Spot 155.0 nom. (same). Dec. 152.0 bid (152.0). March 144.0-154.0 (146.0). May 144.0-154.0, July 144.0-150.0, Oct. 141.0-150.0, Dec. 140.0-148.0, March 140.0 bid.

†Lard—Chicago loose 27.00-28.00 (31.00).

††Maize—Dec. 281½-281¼ (283½-283¾), March 290½-290¾ (291½-291½). May 294-294½, July 285¾. Sept. 258. Dec. 250½, March 285¼ nom.

‡Platinum—Jan. 145.00 (145.90). April [illegible]

[illegible]

COMPANY NEWS

Countryside Props £1.3m. deficit

CONSTANTLY increasing building costs and high interest rates, which were not matched by increased selling prices are blamed for a pre-tax loss of £1,298,000 at Countryside Properties for the year to June 30, 1975, compared with profits of £516,000 for 1973-74.

The loss was struck after a provision of £1.18m. (£0.49m.) against land and work in progress. At the year-end the land bank and work in progress amounted to £7.3m. after the provision: compared with £12m. a year earlier.

At midway, reporting a loss of £697,000, against profits of £358,000, after a provision of £793,000 (nil), the directors said they expected that no further provision would be necessary for the second half.

The full year loss per 5p share is shown at 12.7p (earnings 3.6p) and there is no dividend. For 1973-74 a total of 4.355p net was paid.

	1974-75 £000	1973-74 £000
Turnover	7,583	5,619
Trading profit	802	1,307
Interest	915	704
Provision	1,184	487
Loss	1,298	*516
Tax credit	523	†290
Net loss	785	*216
Dividends	—	174
Leaving loss	785	*42

* Profit. † Charge.

The record turnover assisted in maintaining cash flow, improving liquidity and reducing borrowings by over £3.2m. members are told.

In his annual statement the chairman Mr. S. Bobroff says that having made the provisions the group has adapted to the changed economic conditions and enters the current year with a realistic asset base and this fact taken with its improving cash flow, liquidity and borrowing ratio enables the directors to expect a gradual return to profitability.

Meeting, Winchester House, E.C., on November 19 at 11 a.m.

The interim dividend is raised from 1.843p to 1.971p net. Last year's total was 3.787p from net revenue of £340,830.

Net asset value per £1 capital share at September 30 was 214.125p (145.5p).

Profit held by Perak River

PRE-TAX PROFITS for the year to July 31, 1975, at Perak River Hydro-Electric Power emerge little changed at £2,214,631, compared with £2,209,277.

The final dividend is 11.9p net lifting the total from 16.49p to 17.5p.

	1974-75 £	1973-74 £
Profit*	2,214,631	2,209,277
Tax†	1,819,544	1,222,421
Minorities	6	40
Attributable	394,781	986,816
Pref. dividend	43,750	43,750
Ord. interim	175,000	175,000
Proposed final	371,875	340,312
Retained	4,156	427,754

* After depreciation £501,555 (£479,351). † After transitional relief £47,841 (same). Includes £144,795 prior years consequent upon retrospective increase in rate of Malaysian tax and £110,000 tax on certain provisions for which relief not immediately available.

Allenbone no change halfway

Taxable profit of Allenbone and Sons, shoe manufacturers, was almost unchanged at £133,000 for the six months to July 31, 1975, compared with £135,000, and the directors state that although sales for the full 12 months should reach a "satisfactory" level, it is unlikely that results will exceed last year's £369,526.

The first half profit is struck after interest charges up from £34,000 to £75,000. Turnover improved from £3.4m. to £4.24m. and tax amounted to £71,000 (£72,000), leaving £62,000 (£63,000) net.

The interim dividend is kept at 0.33p net—last year's total was 1.31p.

Improvement at Dualvest

Gross revenue of Dualvest for the six months to September 30, 1975 improved from £285,263 to £304,132 and after expenses of £22,311 (£19,967) and tax £104,450 (£99,426) net revenue came out ahead from £165,870 to £177,390.

INTERIM STATEMENT

COATES BROTHERS & COMPANY LIMITED

AND SUBSIDIARY COMPANIES

INTERIM STATEMENT

SIX MONTHS ENDED 30TH JUNE, 1975

The Board of Directors of Coates Brothers and Company Limited announce the following trading results of the Group for the first half of 1975.

As forecast in the Chairman's Statement, circulated with the Annual Accounts, profits for the first half of 1975 compare unfavourably with the corresponding period in 1974. Although the money value of sales has been maintained, this masks a substantial fall in volume due quite largely to the longest and most severe destocking experience since 1952. Both raw material and manufacturing costs have increased substantially, whilst prices have lagged behind as much due to competitive circumstances as to the impact of price control. In all important territories the Company's market share has been well maintained.

Since July there has been a welcome upsurge in demand generally, more pronounced in the U.K. than overseas. In consequence profits for the second half should show a significant recovery, so that the full year's results may be less unfavourable than at one time seemed likely.

An Interim Dividend of 0.63076p per share on the Ordinary Share Capital (£4,272,531) and "A" Ordinary Non-Voting Share Capital (£5,842,890) respectively absorbing £255,216 has been declared in respect of the year to 31st December, 1975. The Dividend will be payable on 2nd January, 1976 to members on the Register on 24th November, 1975.

	6 Months to 30th June 1975 (Unaudited Figures) £	6 Months to 30th June 1974 £
Group Sales	26,419,000	25,239,000
Group Profit before Taxation	2,540,000	4,390,000
Group Taxation	1,387,000	2,262,000
Group Profit after Taxation	1,153,000	2,128,000
Applicable to Minority Shareholders of Subsidiaries	128,000	155,000
Group Net Profit attributable to Coates Brothers & Co. Ltd.	1,025,000	1,973,000
Earnings per Share (Ordinary and "A" Ordinary)	2.5p	4.9p

NOTE:
In respect of the 1975 results, oversea currencies have been converted at exchange rates ruling at 30th June, 1975; the 1974 figures are those published last year.

24th OCTOBER, 1975.

This week's SE dealings

Friday, October 24	5,801	Wednesday, October 22	5,799	Monday, October 20	6,826
Thursday, October 23	5,308	Tuesday, October 21	5,339	Friday, October 17	7,767

The list below records all yesterday's markings and also the latest markings during the week of any share not dealt in yesterday. The latter can be distinguished by the date (in parentheses).

The number of dealings marked in each section follows the name of the section. Unless otherwise denoted shares are £1 fully paid and stock £100 fully paid. Stock Exchange securities are quoted in pounds and fractions of pounds or in new pence and fractions of new pence.

The list below gives the prices at which bargains done by members of The Stock Exchange have been recorded in The Stock Exchange Daily Official List. Members are not obliged to mark bargains, except in special cases, and the list cannot, therefore, be regarded as a complete record of prices at which business has been done. Bargains are recorded in the Official List up to 2.15 p.m. only, but later transactions can be included in the following day's Official List. No indication is available as to whether a bargain represents a sale or purchase by members of the public. Markings are not necessarily in order of execution, and only one bargain in any one security at any one price is recorded.

‡ Bargains at Special Prices. Δ Bargains done with or between non-members. ◆ Bargains done previous day. § Bargains done with members of a recognised Stock Exchange. ♣ Bargains done for delayed delivery or "no buying-in." $A—$Australian; $B—$Bahamian; $C—$Canadian; $HK—$Hong Kong; $J—$Jamaican; $Ma—$Malayan; $Mc—$Mexican; $NZ—$New Zealand; $S—$Singapore; $US—$United States; $WI—$West Indian.

BRITISH FUNDS, ETC. (628)

2½pc Anns. 16 (21/10)
2¾pc Anns. 17½ (21/10)
3pc British Transport Stk. 1978-88 43½◆ 4⅛ 3¹¹⁄₁₆ ¼ ⅛ 3⅞
4pc British Transport Stk. 1972-77 89¼◆ 8¹⁵⁄₁₆◆ 9½ ¼ ⅝
2½pc Cons. Stk. 16¹¹⁄₁₆◆ 17◆ ¼ ¼ .17 16⅞
4pc Cons. Ln. 27⅝ ¼

[illegible]

COMMONWEALTH GOVT. AND PROVINCIAL SECS. (15)

REGISTERED AND INSCRIBED STOCKS

[illegible]

COMMONWEALTH CORPN. STOCKS (—)

FOREIGN STKS., BDS., ETC. (3)

COUPONS PAYABLE IN LONDON

[illegible]

U.K. AND COMMONWEALTH RAILWAYS (4)

[illegible]

FOREIGN RAILWAYS (—)

[illegible]

BANKS & DISCOUNT COS. (174)

[illegible]

BREWERIES & DISTILLS. (315)

[illegible]

CANALS & DOCKS (7)

[illegible]

CORPN. & COUNTY—U.K. (85)

FREE OF STAMP DUTY

[illegible]

SHORT DATED BONDS

FREE OF STAMP DUTY

[illegible]

PUBLIC BDS., ETC.—U.K. (37)

FREE OF STAMP DUTY

Durham County Water Board 5¼pc 84 (21/10)
Medway Water Board 4pc 18◆
Metropolitan Water Board 3pc 20¼ (22/10). Do. 8 21½ ¼. 2¼pc 93 (23/10)
Port of London Authority 3½pc 18¼ (21/10). 6½pc 36 (20/10)

SUBJECT TO STAMP DUTY

Agricultural Mtg. Corp. 5pcDb. 54 (23/10). 5½pcDb. 1980-85 54¼ (23/10). Do. 1993-95 41½◆. 6pcDb. 81½◆. 7¼pcDb. 1981-84 67¼◆ 6½. Do. 1991-93 52½◆.

COMMERCIAL, INDUSTL. (3,266)

A—B

AB Interwall. (25p) 105½. 8¼pcUnsec.Ln. 48 (23/10)
A E C I 5½pcPf. (R2) 31 (23/10)
A.P.V. Hldgs. (50p) 203◆ 14 15 .17
A.V.P. Industries (25p) 50½ 50
Aaronson Bros. (10p) 44½ 4 (22/10)
Abbey Panels (25p) 26 (20/10)
Abercom Invests. (R0.30) 278z (23/10)
Aberdeen Construction Group (25p) 67 9
Aberthaw Bristol Channel Port. Cement (25p) 101 (23/10)
Abrasives Internatl. (10p) 15½
Abwood Machine Tools (5p) 7
Acrow (Engrs.) A (25p) 101◆ 1 100 2 3. 8pcUnsec.Ln. 97◆ (23/10)

Adams Gibbon (25p) 40◆ (23/10)
Adams Foods (10p) 18 (21/10)
Adda Internatl. 7½pcUnsec.Ln. 33 (22/10)
Advance Laundries (10p) 17 (20/10)
Adwest Group (25p) 108◆. 8pcUnsec. Ln. 61◆ 60. 10½pcUnsec.Ln. 94½
Agar Cross 13 (22/10)
Airfix Industries Non V. (20p) 79. Warrants to sub. 32◆ (23/10)
Albright Wilson (25p) 68 9 8½. 8pcDb. 56¼ ⅜ (21/10)
Alcan Aluminium (U.K.) 10½pcGtd.Ln.

[illegible]

Brownlee 5pcPf. 20½
Broxtes Hldgs. (10p) 25
Brunning Grp. Rest. Vtg. (25p) 22 (20/10)
Bruntons (Musselburgh) (25p) 81½◆ (23/10)
Bryant Hldgs. (25p) 20
Bulgin (A. F.) (5p) 12. A (5p) 12½
Bulmer and Lumb (Hldgs.) (20p) 22
Bunzl Pulp and Paper (25p) 88 (22/10)
Burco Dean (25p) 58 (21/10)
Burndene Invest. (5p) 10½

[illegible]

C—D

[illegible]

E—F

[illegible]

G—H

[illegible]

I—J—K

[illegible]

L—M

[illegible]

N—O—P

[illegible]

Q—R—S

[illegible]

Peer seeks court order

LABOUR PEER Lord Brayley is to seek a court order striking out an action brought against him by Canning Town Glass Works, of which he was formerly chairman. His case was adjourned in the High Court yesterday for a hearing date to be fixed.

Lord Brayley alleges that the company's claim for the payment of an alleged £16,500 debt is "an abuse of the process of the court." He seeks a legal declaration that he owes nothing.

Nigeria signs chemical pact

NIGERIA YESTERDAY signed a consultancy agreement for its first petrochemical project with Chem Systems a British chemical engineering company.

The gas-based project, to be built at Port Harcourt, is for one of the industries being established by the Government in its five-year national development plan which ends in 1980. Provisional cost of the complex, to include about seven plants is £245m.

هكذا من الأصل

هكذا من الأصل

T—U—V

W—Y—Z

ELEC. LIGHTING & POWER (4)

FINANCIAL TRUSTS, ETC. (96)

GAS (32)

INSURANCE (283)

INVESTMENT TRUSTS (331)

UNIT TRUSTS (8)

IRON, COAL & STEEL (36)

MINES

Australian (9)

Miscellaneous (70)

Rhod. & E. African (10)

South African (67)

SHIPPING (47)

TEA & COFFEE (23)

TRAMWAYS & OMNIBUS (2)

WATERWORKS (2)

Bournemouth Dist. Water 3.5pc 28½ (21/10)
Bristol Waterworks 4.9pc 41 (21/10)
East Anglian Water 4.2pc 58¾ (23/10)
East Surrey Water 7pcDb. 1990-92 80 (20/10). 7¼pcDb. 53 (23/10)
Essex Water 10pcDb. 67 (23/10)
Lee Valley Water 9pcPf. 1980 (£10 pd.) 11¼ (23/10)
Mid Southern Water 4.2pc 51 (20/10)
Newcastle and Gateshead 3.5pcPf. 89 (23/10). 4.025pcPf. 57⊕
North Surrey Water 3.5pc 29½ (20/10). 3.85pc 5½pcPf. 46 (21/10)
Portsmouth Water 3.5pc 31 (23/10)
Rickmansworth and Uxbridge Valley 6¼pc Db. 56 (23/10)
S. Staffordshire 4.9pc Class B 43⊕. 2.975pc Pf. 96 (23/10). 7pcDb. 52 (23/10)
Sunderland and S. Shields Water 9pcPf. 98½ (23/10)

West African (4)

Diamond (13)

OIL (217)

PROPERTY (153)

RUBBER (26)

Anglo-Indonesian (25p) 35 (21/10)
Bertam Cons. (10p) 290 (23/10)
Cons. Plantations (10p) 53⊕ (23/10). War. to sub. 14 (20/10)
Dunlop 6pcPf. 33¼⊕
East Asiatic (5p) 49½ (21/10)
Golden Hope (10p) 42½⊕ 1 2½
Grand Central (10p) 7 (22/10)
Guthrie Corporation 148⊕ 58 88 3 88½ 82 5 7. 9¼pcLn. 55⊕ (23/10)
Highlands Lowlands (10p) 40½⊕ 40
Jitra (10p) 16 (21/10)
Kuala Lumpur Kepong Berhad $Ma.1) 31½⊕ 30½⊕ (23/10)
Kulim (10p) 25. 10½pcLn. 123¾
London Asiatic (10p) 40½⊕ 2½⊕
London Sumatra (10p) 23⊕ 30 5½

SPECIAL LIST

OCTOBER 24 (Nil)

OCTOBER 23 (Nil)

OCTOBER 22 (1)

Trans-Oceanic Trust 5pc1stDb. 1969-79 £76½⊕

OCTOBER 21 (Nil)

OCTOBER 20 (Nil)

RULE 163 (1) (e)

Bargains marked under Rule 163 (1) (e) in securities for which quotation has not been granted and which are not recorded in the Official List.

OCTOBER 24

ASA Ltd. £26½⊕
Abitibi Paper 695
Allegheny Power £13¼
American Telegraph and Telephone £37¼⊕ $US48¼
Anglo Alpha Cement 70
Consolidated Bathurst £19¼⊕ $US25¾
Cork Invests. 22
Digital Equipment £102¼
Dominion Tar and Chem. £14⅝⊕
Exchem 60
Gold Mines of Kalgoorlie 55⊕
Home Oil A £19⅞⊕

OCTOBER 23

OCTOBER 22

OCTOBER 21

OCTOBER 20

Asco Oil £16¼
Belgium 4pc 1933 (Lottery) 950⊕
Gold Mines Kalgoorlie 75
L. and M. Oil 20
Myer Emporium 171
Pioneer Concrete 90
Selcast Explrn. 28
Witbank Colliery 470
Woolworth Hldgs. A 225

(By permission of the Stock Exchange Council)

NEW HIGHS AND LOWS FOR 1975

Too numerous to name individually the 131 new 1975 highs recorded among securities listed in the Share Information Service yesterday are given below in their sub-sections. There were 7 new lows.

NEW HIGHS (131)

BRITISH FUNDS (2)
AMERICANS (5)
CANADIANS (1)
BANKS (2)
BEERS (1)
BUILDINGS (8)
CHEMICALS (2)
CINEMAS (3)
DRAPERY & STORES (8)
ELECTRICALS (10)
ENGINEERING (18)
FOODS (13)
INDUSTRIALS (34)
INSURANCE (6)
MOTORS (6)
PAPER & PRINTING (2)
SHOES (1)
TEXTILES (5)
OILS (1)
OVERSEAS TRADERS (2)
RUBBERS (1)

NEW LOWS (7)

AMERICANS (1)
I.U. Internatl.

SHOES (1)
Meltzer (A. H.)

TRUSTS (3)
Atlantic Assets Wts. Lubok Invs. 12pcCnv. Lubok Invs.

OILS (1)
Ranger Oils

MINES (1)
Gold M. Kalgoorlie

RISES AND FALLS YESTERDAY

	Up	Down	Same
British Funds	48	1	6
Corpns., Dom. and Foreign Bonds	29	2	40
Industrials	601	188	1,027
Financial and Prop.	227	38	334
Oils	13	8	12
Plantation	7	3	37
Mines	13	67	73
Recent Issues	12	3	22
Totals	950	[illegible]	[illegible]

ACTIVE STOCKS

YESTERDAY—

Stock	Denomination	No. of marks	Closing price (p)	Change on day	1975 high	1975 low
ICI	£1	18	296	+ 3	302	118
Shell Transport	25p	13	374	+ 6	378	118
Grand Met. 'New'	Nil/pd.	13	14*	+ 1	14½*	10*
IC Gas 'New'	Nil/pd.	13	104*	+10	104*	70*
Barclays Bank	£1	52	296	+ 3	325	113
Boots	25p	9	131	+ 3	138	45½
Brit. Home Stores	25p	9	361	+ 7	370	138
Dunlop	50p	9	58	− 1	62	17
GUS 'A'	25p	9	195	+ 6	226	86
Nthn. Foods 'New'	Nil/pd.	9	40½*	+ 4	40½*	34*
B'ck & W'cx 'New'	Nil/pd.	8	45*	+ 3	46*	37*
BP	£1	8	585	−10	598	190
Burmah Oil	£1	8	32	+ 2	100	27
Commercial Union	25p	8	164	+ 2	194	72
GEC	25p	8	129	+ 2	133	51

The above list of active stocks is based on the number of bargains recorded yesterday in the Official list and under Rule 163(1) (e) and reproduced to-day in Stock Exchange dealings.

* Premium.

ON THE WEEK—

Stock	Denomination	No. of marks	Closing price(p)	Change on week	1975 high	1975 low
ICI	£1	88	296	+ 9	302	118
BP	£1	71	585	− 8	598	190
Shell Transport	25p	66	374	+16	372	118
Grand Met. 'New'	Nil/pd.	62	14*	+ 2½	14½*	10*
I.C. Gas 'New'	Nil/pd.	57	104*	+16	104*	70*
Barclays Bank	£1	52	298	+ 3	325	112
Marks & Spencer	25p	48	103	− 2	128	47½
B'ck & W'cx 'New'	Nil/pd.	47	45*	+ 5	46*	37*
Dunlop	50p	45	58	− 4	62	17
Glaxo	50p	45	340	+ 5	427	198
Nthn. Foods 'New'	Nil/pd.	45	40½*	+ 6	40½*	34*
"Bats"	25p	44	322	+12	338	164
Burmah Oil	£1	44	32	+ 1	100	27
Royal Ins. 'New'	Fly./pd.	44	312	+18	312	280
GEC	25p	42	129	+ 4	133	51

* Premium.

Option Report—3-month Call rates

OPTION DEALING DATES

First Dealings	Last Dealings	Last Declaration	For Settlement
Oct. 14	Oct. 27	Jan. 8	Jan. 20
Oct. 28	Nov. 10	Jan. 22	Feb. 3
Nov. 11	Nov. 24	Feb. 5	Feb. 17

"Calls" were transacted in Dunlop, Slater Walker, Babcock and Wilcox, Grindlays, J. Mowlem, Matthew Hall, Fothergill and Harvey, Avon Rubber, F. Parker, Dixons Photograph "A," and British Land. Slater Walker were dealt in for the "put," while "double" options were arranged in Premier Consolidated, Slater Walker and Charterhall.

Industrials							
		Grand Met.	7	Slater Walker	9		
		G.U.S. 'A'	17	Spillers	5	Mines	
A. P. Cement	15	Guardian	20	Tesco	6	Anglo Amer.	50
Assoc. Leisure	5	G.K.N.	22	Thorn "A"	17	Broken Hill Prp	75
Barclays Bank	25	Hawker Sidd.	27	Tube Invest.	24	Charter Cons.	22
Beecham	26	House of Fraser	5	Unilever	35	Chart'rh'll Fin.	10
Boots Drug	12	Hudson (Wlms)	4	Utd. Drapery	10	Cons Gold	22
Bowaters	16	I.C.I.	21	Vickers	15	De Beers Def.	35
B.A.T.	30	"Imps"	7	Woolworths	6	F S. Geduld.	350
British Leyland	7	I.C.L.	7			Great Boulder.	12
BOC Int.	5½	Inveresk	7	Property		Hampton Areas	15
Burton 'A'	9	Legal & General	15	Cap. Counties	4½	Hampton Prop.	4
Cadburys	6	Lloyds Bank	22	E.P.	8	Kloof	140
Courtaulds	12	"Lofs."	6	Int. Europe	6	Lonrho	15
Debenhams	8	"Mams"	6	Land Securities	18	Loraine	55
Distillers	13	Marks & Sp'ncer	11	Peachey	6	Metals Explor.	8
Dunlop	5½	Midland Bank	25	Town & City	4½	Poseidon	55
Eagle Star	15	Nat'l West Bank	22	Town & Comm.	4	Pres. Steyn	275
E.M.I.	17	P & O Dfd.	10			Rio T. Zinc	20
First National	2	Plessey	8	Oils		Welkom	55
G.R.A. Trust	4	R.H.M.	6	Brit. Petroleum	45	West Areas	75
Gen. Accident	16	Rank Org. 'A'	17	Burmah Oil	6	Western M'ng.	18
Gen. Electric	15	Reed Int'l	25	Shell	30	Zambian Copp.	10
Glaxo	40			Ultramar	21		

LOCAL AUTHORITY BOND TABLE

Authority (*telephone number in parentheses*)	Annual gross interest	Interest payable	Minimum sum	Life of bond
	%		£	Year
Barking (01-592 4500)	12	½-year	1,000	2-5
Barnsley (0226 3232)	12	½-year	250	2
Barnsley (0226 3232)	12½	½-year	250	3-5
Burnley (0282 25011)	12½	½-year	1,000	3-5
Greenwich (01-854 8888)	12½	½-year	500	3-5
Haringey (01-889 3131)	12⅝	½-year	2,000	4-5
Haringey (01-889 3131)	13	½-year	10,000	4-5
Islington (01-226 1234)	12⅞	½-year	5,000	4-7
Knowsley (051 548 6555)	12⅝	½-year	5,000	3-5
Liverpool (051 227 3911)	12	½-year	500	3-4
Liverpool (051 227 3911)	12½	½-year	500	5-7
Oldham (061 624 0505)	12½	½-year	500	3-5
Oxford (0865 49811)	12½	½-year	5,000	3-5
Redbridge (01-478 3020)	12⅝	½-year	1,000	3-5
Sandwell (021 569 2226)	12	½-year	1,000	3-5
Three Rivers (87 76611)	12½	½-year	2,000	2-3
Three Rivers (87 76611)	12½	½-year	2,000	4-5
Thurrock (0375 5122)	11½	½-year	300	1-2
Wandsworth (01-874 6464)	12⅞	½-year	5,000	5-7
Wandsworth (01-874 6464)	12⅝	½-year	1,000	5-7
Wrekin (0952 3571)	12½	½-year	2,000	2-5

U.K. CONVERTIBLE STOCKS 24/10/75

Statistics provided by *data STREAM international*

Name and description	Size (£m.)	Current price	Terms*	Conversion dates	Flat yield	Red. yield	Premium† Current	Premium† Range‡	Income Equ.§	Income Conv.¶	Income Diff.♡	Cheap(+) Dear(−)◇ Current
Alcan Aluminum 9pc Cv. 89-94	12.00	65.00	100.0	76-80	14.5	15.1						
Associated Paper 9½pc Cv. 85-90	1.40	75.00	200.0	76-85	13.1	14.0	17.2	5 to 29	50.5	50.1	− 0.6	−17.7
Bank of Ireland 10pc Cv. 91-96	10.25	139.00	35.7	77-90	7.2	6.1	21.6	12 to 22	47.4	60.5	11.4	−10.2
BPB 7¾pc Cv. 89-94	5.00	85.00	62.0	72-80	9.2	9.6	4.7	4 to 41	24.3	25.2	1.2	− 3.5
English Property 6½pc Cv. 98-03	19.98	109.00	234.0	76-80	6.0	5.8	− 7.8	−18 to 0	34.3	19.2	−12.8	− 5.0
English Property 12pc Cv. 00-05	15.40	95.00	150.0	76-84	12.6	12.6	25.4	19 to 31	33.6	55.7	29.1	+ 3.7
Grand Metropolitan 10pc Cv. 91-96	121.90	84.00	120.2	73-78	12.0	12.2	10.2	6 to 16	11.1	17.0	7.7	− 2.4
Hanson Trust 6½pc Cv. 88-93	4.51	75.00	57.1	76-86	8.7	9.5	10.3	−5 to 23	31.4	34.2	4.1	− 6.2
Hewden-Stuart 7pc Cv. 1995	0.72	130.00	280.0	75-95	5.5	4.8	− 5.2	− 5 to 30	55.4	46.7	− 6.4	− 1.1
Lyons, J. 7¾pc Cv. 1981	3.60	73.00	22.7	75-81	10.0	14.4	132.8	107 to 153	12.4	27.2	47.2	−85.5
Slough Estates 10pc Cv. 87-90	5.50	129.00	125.0	78-87	8.1	7.0	35.8	29 to 48	25.9	57.7	33.5	− 2.3
Tozer, Kemsley 8pc Cv. 1981	7.33	80.00	153.8	74-79	10.0	12.8	25.3	25 to 47	16.5	21.3	7.5	−17.8
Wilkinson Match 10pc Cv. 83-98	11.10	87.50	40.0	76-83	11.9	12.0	54.0	46 to 74	23.9	68.5	43.4	−10.6

* Number of Ordinary shares into which £100 nominal of convertible stock is convertible. † The extra cost of investment in convertible expressed as per cent. of the cost of the equity in the convertible stock. ‡ Three-month range. § Income on number of Ordinary shares into which £100 nominal of convertible stock is convertible. This income, expressed in pence, is summed from present time until income on Ordinary shares is greater than income on £100 nominal of convertible or the final conversion date whichever is earlier. Income is assumed to grow at 5 per cent. per annum and is present valued at 15 per cent. per annum. ¶ Income on £100 of convertible. Income is summed until conversion and present valued at 15 per cent. per annum. ♡ This is income of the convertible less income of the underlying equity expressed as per cent. of the value of the underlying equity. ◇ The difference between the premium and income difference expressed as per cent. of the value of underlying equity. + is an indication of relative cheapness. − is an indication of relative dearness.

[B]UILDING SOCIETY RATES

	Dep.	Share Accnts.	Sub'pn Shares	Variable Term Shares
[Abb]ey National	6.75%	7.00%	8.25%	●8.00%
[All]iance	6.75%	7.00%	8.25%	‡‡7.75%
[Ang]lia	6.75%	7.00%	8.25%	‖7.75%
[Bir]mingham Incorporated	6.75%	7.00%	8.25%	—
[Bra]dford and Bingley	6.75%	7.00%	§8.25%	—
[Bris]tol and West	6.75%	7.00%	8.00%	—
[Bris]tol Economic	6.75%	7.00%	8.25%	‡7.25%
[Card]iff	6.75%	7.50%	8.50%	—
[Chel]sea	6.75%	7.00%	9.00%	†7.25%
[Chel]tenham and Gloucester	6.75%	7.00%	—	‡7.75%
[Cit]izens Regency	6.75%	7.25%	8.75%	—
[City] of London	7.00%	7.50%	8.25%	—
[Coventry] and Metropolitan	6.75%	7.25%	7.50%	¶8.00%
[Cov]entry Economic	6.75%	7.00%	8.75%	§§7.75%
[Gate]way	6.75%	7.00%	8.25%	¶7.75%
[Gre]enwich	6.00%	7.10%	8.50%	—
[Gua]rdian	6.75%	7.25%	7.50%	†7.65%
[Hali]fax	6.75%	7.00%	7.50%	¶7.75%
[Has]tings and Thanet	6.75%	7.00%	8.25%	—
[Hea]rts of Oak & Enfield	6.75%	7.25%	8.50%	—
[Hen]don	7.00%	7.30%	—	*8.05%
[Hu]ddersfield and Bradford	6.75%	7.00%	8.50%	♡7.75%
[Lea]mington Spa	6.87%	7.12%	9.50%	7.50%
[Lee]ds and Holbeck	6.75%	7.00%	8.25%	—
[Lee]ds Permanent	6.75%	7.00%	8.25%	—
[Par]k Westbourne and ECBS	6.75%	7.00%	8.25%	¶¶7.75%
[Leic]ester	6.75%	7.00%	8.25%	††7.75%
[Liv]erpool	6.75%	7.00%	8.30%	*7.50%
[Ma]gnet	6.75%	7.00%	7.75%	♡7.75%
[Mor]nington Permanent	6.45%	7.65%	—	—
[Nat]ional Counties	7.00%	7.25%	8.25%	◇7.75%
[Nat]ionwide	6.75%	7.00%	7.50%	♣8.25%
[New]castle Permanent	6.75%	**7.00%	7.75%	8.00%
[Nor]thern Rock	6.75%	7.00%	8.00%	‡7.75%
[Nor]th London	7.75%	8.25%	—	♣9.15%
[Nor]wich	6.75%	7.00%	8.25%	—
[Pai]sley	6.75%	7.00%	7.50%	¶¶7.50%
[Pro]perty Owners	6.75%	7.50%	8.50%	†7.85%
[Pro]vincial	6.75%	7.00%	8.25%	7.75%
[Sk]ipton	6.75%	7.00%	7.25%	—
[Sus]sex Mutual	6.75%	◇7.30%	—	—
[Tow]n and Country	6.50%	7.00%	10.00%	¶¶7.75%
[Wo]olwich Equitable	6.75%	7.00%	8.25%	¶7.75%

[M]inimum £2,000 6 mths. notice. † 3 mths. ‡ 3 yrs. § 3 yrs. in[clud]ing bonus. ¶ Min. £500 2 yrs. fixed. ‖ 4th issue 2 yrs. ● 2 yrs. [ove]r £5,250. ** 7.50% over £5,000. †† 2-3 yrs. ‡‡ 2 yrs. §§ 7.50% [3 mon]ths. notice after 9 mths. ¶¶ 2 yrs. £1,000 min. ♡ Min. £100 2 [yrs.] fixed. ◇ Min. £1,000 6 mths. notice. ♣ 3 yrs. over £5,000. ♠ £5,000 and over 7.35%. † Min. £1,000 3 mths. notice.

STOCK EXCHANGE REPORT

Firm equities unsettled late by adverse rumours

Index up 5.3 at 356.7, for a rise of 14.3 on the week

Account Dealing Dates
Option

*First Dealings	Declarations	Last Dealings	Account Day
Oct. 6	Oct. 16	Oct. 17	Oct. 28
Oct. 20	Oct. 30	Oct. 31	Nov. 11
Nov. 3	Nov. 13	Nov. 14	Nov. 25

* "New time" dealings may take place from 9.30 a.m. two business days earlier.

Another good day in stock markets was marred in the late dealings by adverse rumours concerning Slater Walker, which ended with a sharp fall of 11 to 35p; news of Mr. Jim Slater's resignation as chairman of Slater Walker came very late.

Encouraged by the Government's *decision to impose cash* ceilings on local authority grants and by the Price Commission's evidence of a slow down in the rate of inflation, leading industrials met some further good buying during official trading. However, earlier gains were pared slightly in the "after-hours" and the final tone was uncertain. Up 5.8 at the best of the day at 1 p.m., the FT 30-share index closed 5.3 higher on balance at 356.7, for a rise of 14.3 on the week.

Second line equities continued to attract selective support and closed with some useful gains. Rises led falls by 11-2 in FT-quoted Industrials, while the FT-Actuaries All-Share indices gained 1.3 per cent. to 152.31, making a rise of 3.39 per cent. on the week.

Reports that South African troops had crossed the border into Angola made for dull and unsettled conditions in the Gold Mining market and the Gold Mines index lost 9.8 to 261.8.

British Funds made it a four-day rally yesterday when showing further recoveries extending to another ½ at the longer end of *the market, but of only ¼ among* the shorts. Once again, business was rather moderate and often one-way as a small number of buyers were encouraged by reports that the Government may impose a cash ceiling on local authority grants: Mr. Healey's reiteration of last week's statement relating to no short-term cuts in public sector borrowing had no impact on this occasion. The fresh cuts in U.S. Prime rates were *expected along* with the announcement of an unchanged Minimum Lending Rate. The FT Government Securities index improved 0.28 further to 58.12, to leave a net rise of 0.23 on the week. **Bristol** 13¾ per cent., 1981, made its debut and traded fairly frequently around 9¾ in £10-paid form, after having opened at 9⅞.

Most of the business in investment currency yesterday was conducted at rates slightly either side of 100 per cent., although at one stage the *premium rose to 100⅞* before closing a net ⅞ lower at 99⅞ per cent. Yesterday's SE conversion factor was 0.6280 (0.6260).

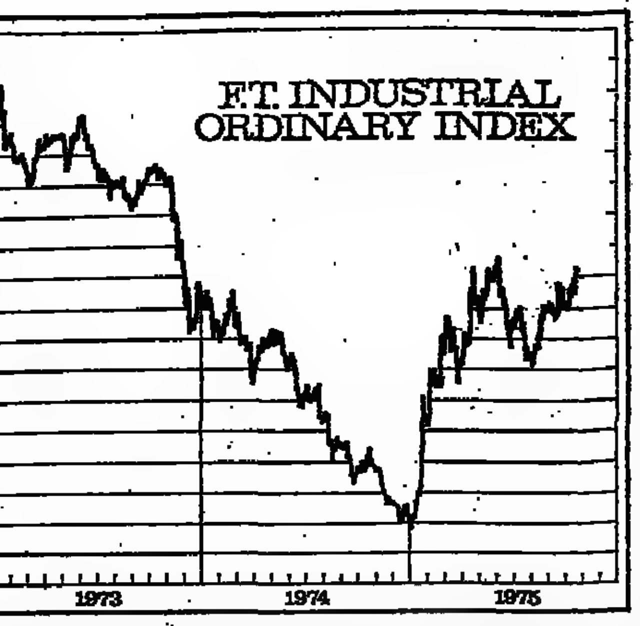
Slater Walker sold

A firm and fairly active day on the Banking pitch was soured in the late dealings when persistent selling, fuelled by much adverse rumour, brought about a sharp relapse in Slater Walker; an erratic and somewhat nervous market of late, Slater were slightly easier at 45p at the "House" close when a flood of selling orders "after-hours" saw the shares dip sharply to finish 11 down on the day at 35p. This eventually spoilt the firm mood of the big four Banks, which started to turn easier late in sympathy. However, with the exception of National Westminster, a penny off at 242p, after 248p, prices still closed with small improvements. Barclays fared best with a gain of 6 to 296p, after 300p. In Hire Purchases, Lloyds and Scottish were wanted at 72p, up 5.

Breweries ended the week on a firm note with improvements of a penny or so. Elsewhere, **Distillers** edged forward 2 to 121p.

Buildings continued to perform well with a good selective demand leaving several firm features. Favourable Press comment attracted buyers to **Parker Timber**, up 5 to a 1975 high of 73p, while **Magnet Joinery**, 196p, and **Southerns-Evans**, 140p, continued to be buoyed by the agreed mer*ger terms, closing 6 and 3 higher* respectively. Press comment on the first-half figures helped **UBM** harden 3 to 67p and the return to profitability in the first half helped **Hawkins Development** edge forward ¾ to 7½p. **Associated Cement** put on 2 more to 190p, making an advance on the week of 11.

After touching 298p, ICI turned down late to close 3 better on balance at 296p.



Gussies "A" rise

Store leaders tended higher during a moderate trade. Favourable investment comment stimulated interest in **Gussies "A,"** which scored a rise of 6 at 195p. **British Home Stores** moved ahead 7 more to 361p, while **F. W. Woolworth** improved 2¼ to a peak for the year of 68p. **Marks and Spencer**, restrained by the recent half-year results, closed only a penny firmer at 103p. Elsewhere, Press comment on the half-time figures *helped Mothercare to improve 5* to 160p in a thin market, while **House of Lerose**, still on the interim report ended 2 firmer at 39p. **J. Hepworth "B"** reacted to 35p on the annual results, but recovered to close unchanged on the day at 37½p. Mail orders attracted further support, **Freemans (London)** adding 4 at 156p and **Empire Stores** 3 at 78p.

A good investment demand helped Insurances close firmer throughout. **Sun Alliance** put on 6 to 433p, after 435p.

Continuing to shrug aside Thursday's disappointing second-quarter results, **Plessey** improved to 74p before ending a net penny better at 72p. **GEC**, 131p, and **Reyrolle Parsons**, 67p, ended with gains of 2, while **EMI** finished just a shade firmer at 228p, after 231p. **Philips' Lamp** were noteworthy for an improvement of 15 at 695p on Amsterdam advices. Elsewhere, **Ever Ready** responded to the rise in first-half profits with an advance of 6 to a high for the *year of 111p, while Chloride put* on 4 to 101p in sympathy.

Still cheered by interim profits in excess of market anticipations, **Hawker** rose 10 more to 326p. **GKN** gained 6 to 229p, while **Weyburn** jumped 17 further to 315p on hopes of either a bonus "rights" issue or a share split. Recovery potential was held responsible for a fresh rise of 4¼ to 63½p in **McKechnie** and **Neepsend** improved 3¼ to 43½p following the chairman's prediction of a "very satisfactory" first-half. **Rotork** gained 7 to 115p. **Swan Hunter** came under fresh pressure in Shipbuildings, losing 5 to 52p.

Foods maintained their upward momentum. **Rowntree Mackintosh** gained 9 further at 176p, and **Manbre and Garton** rose 7 more to 140p. Other good spots included **B. Matthews**, 8 higher at 73p, probably on hopes of a good Christmas trade, and **Northern Foods** new shares, 4 dearer at 40½p premium. In smaller markets, **Hillards** rose 5 to 88p and **Bishop's Stores "A"** a like amount to 60p. The doubled first-half profits took **Clifford's Dairies** up 4 to 51p, after 45p; the "A" shares improved 5 to 45p.

Hotels also kept firm, with **Trust Houses Forte** improving 2 to 109p; speculation that **Allied Breweries** could be considering selling their stake in the company faded. **Pontins** hardened 1 to 27½p after the preliminary figures and "rights" issue announcement.

Early fresh gains in leading miscellaneous Industrial leaders were trimmed back later, although half-year results up to market expectations left **Reed International** at the day's best of 230p, up 4. Elsewhere, **J. Coral**, 85p, managed to recoup the previous day's loss of 5 despite the Government's move to set up a Royal Commission on gambling. **I.C. Gas** moved ahead 16 to 360p in a thin market, while **Bestobel** rose 8 to 154p, **Bridon** 6 to 144p, and **Wood Hall Trust** 5 to 92p. **P. C. Henderson** put on 3 to 38p, benefiting from the first-half profits improvement, but **R. H. Cole** weakened 8 to 46p on the slump in half-year profits.

Group Lotus Car hardened 1 more to 29p for a gain of 8 on the week in reflection of Motor Show orders. Elsewhere in Motors, **Dunlop** shed a penny to 58p following comment on the interim results.

A scattered demand lifted selected Newspapers including **News International**, 3 better at 120p, and **Associated** which improved similarly to 90p. Paper/Printings also appeared firm with **DRG** gaining 3 to 114p. **Harrison and Sons** eased 2 late to 53p on the first-half loss.

Property leaders staged a fresh rally on "bear closing," with *Land Securities picking up 4 to* 172p and **MEPC** 3 to 67p. Elsewhere, **New London Properties** came back 9 to 244p "after hours" on news that the bid talks with **Pearl Assurance** (4 better at 220p) had culminated in a 250p cash offer for the former. **Hammerson "A"** declined 7 to 330p, but **Haslemere Estates**, with interim figures due December 4, improved 6 to 188p. **Guildhall Property** firmed 3 to 56p in response to the increased profits. **Countryside Properties** gained a *penny at 14 despite the dividend* omission and year's loss.

Oil leaders contrast

Renewed investment demand for **Shell**, which made a fresh 1974 peak of 378p before closing a net 6 higher at 374p, contrasted with end-week selling of **British Petroleum**, finally down 10 at 585p. Other Oils were firm enough with **Burmah** staging a small revival at 32p, up 2, and **Ultramar** gaining 4 to 202p. Overseas influences took **Royal Dutch** ¾ higher to £27¾, *but domestic market advices* lowered many Australians; **Weeks Natural Resources** fell 4 to 70p, **International Oil** a similar amount to 28p and **Associated Australian** 5 to 140p. Among Canadians, **Ranger** slipped 50 to 950p.

Among Overseas Traders, **S. and W. Berisford** continued to draw strength from the bonus "rights" offer terms and closed 3 firmer at 212p for a rise on the week of 19. **Booker McConnell**, a firm market of late on the major Somalia contract, ended 6 higher at 174p, after 177p. **Harrisons and Crosfield**, 850p, *recouped 25 more of* the recent fall which followed the "rights" offer news and interim profits setback. **Anglo-Thai**, following the Board's reluctant acceptance of the **Inchcape** offer, put on 3 to 151p, while the latter, after initially easing to 330p, improved to 338p for a net gain of 5.

Down 12 on Thursday on the disappointing interim profits, **Hunting Gibson** lost 7 more to 136p. Elsewhere in Shipping, **Furness Withy** cheapened 3 more to 227p ahead of next Tuesday's half-year figures. **P & O Deferred** rose 3 to 106p and **British and Commonwealth** found support at 188p, up 6. An investment recommendation left **Mersey Docks** units ½ up at 8½p.

Textiles and Tobaccos gave a firm end-week performance. **Courtaulds** put on 4 more to a 1975 "high" of 143p. **John Haggas** improved another 5 to 245p in a thin market on further consideration of the excellent first-quarter profits. **Bats** hardened 5 to 322p.

Among firm Rubbers, **Guthrie** gained 9 to 161p, after 163p, hoping for early news about the reorganisation discussions which are taking place between **McLeod Russel** (5 better at 120p) and **James Finlay** (unaltered at 140p), **West Nile** hardened 10 to 285p, making an advance on the week of 55.

Golds unsettled

Unconfirmed reports of South African military activity on the Angola-South West Africa border, coupled with the lower trend in overnight U.S. share markets unsettled Gold shares. The lower bullion price, which fell 25 cents on the day and $1.25 on the week to $143.75 per ounce, also affected sentiment. Share prices ended the day at their lowest, with the Gold Mines index losing 9.8 on the day at 261.8.

Among those particularly affected yesterday were **Free State Geduld**, £1¼ down at £21¼, and **Doornfontein**, which gave up 60 to 780p.

Financials mirrored the trend in Golds with **Anglo American** losing 6 to 360p and **Union Corporation** falling 10 to 405p. Small Continental selling left **De Beers** 5 easier at 310p. Platinums were steady, with **Waterval** 2 higher at 145p.

In Coppers, **MTD (Mangula)** gained 3 to 80p following the lower profits and dividend which, however, were better than expected. The further fall in the price of copper coupled with the continuing severe transport difficulties in Zambia left **Minorco** 2 easier at 192p.

Australians lost ground in line with markets Down Under. **Pancontinental** retreated 15 to 630p but still showed a week's rise of 50.

Tins were mixed with Southern Malayan (127p) and Tronoh (3[illegible]) both rising 2, but Gopeng C[illegible] solidated [illegible] up 10 to 155p further consideration of [illegible] reduced second interim divide[nd]. —Elsewhere, Northgate Expl[oration] lost 7 at 345p.

FINANCIAL TIMES STOCK INDICES

—	Oct. 24	Oct. 23	Oct. 22	Oct. 21	Oct. 20	Oct. 17	A year ago
Government Secs	58.12	57.84	57.61	57.27	56.95	57.89	53.3
Fixed Interest	58.81	58.63	58.54	58.40	58.56	59.10	53.2
Industrial Ordinary	356.7	351.4	345.7	344.8	336.7	342.4	198.
Gold Mines	261.8	271.6	271.7	275.5	267.2	270.4	348.
Ord. Div. Yld. %	5.94	6.02	6.12	6.11	6.24	6.14	10.0
Earnings Yld. % (full) (a)	16.30	16.55	16.76	16.80	17.17	16.88	27.1
P/E Ratio (net) (a) (b)	8.72	8.59	8.46	8.44	8.26	8.40	5.1
Dealings marked	6,801	5,308	5,799	5,539	6,826	7,767	6,37
Equity turnover £m	—	58.76	61.72	54.47	60.53	78.15	48.6
Equity bargains total	—	14,614	16,019	14,578	14,334	16,010	14,41

10 a.m. 355.4. 11 a.m. 356.0. Noon 356.8. 1 p.m. 357.2.
2 p.m. 357.2. 3 p.m. 357.1.
Latest index 01-246 8026.

(a) Based on 52 per cent. corporation tax. (b) Nil=8.67.
Basis 100 Govt. Secs. 15/1/26. Fixed Int. 1928. Ind. Ord. 1/7/35. Gold Mines 12/9/55. S.E. Activity July-Dec. 1942. † Corrected.

HIGHS AND LOWS

—	1975 High	1975 Low	Since Compilation High	Since Compilation Low
Govt. Secs.	62.44 (20/5)	49.18 (6/1)	127.4 (9/1/35)	49.18 (6/1/75)
Fixed Int.	62.51 (21/5)	50.53 (3/1)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	365.5 (5/6)	146.0 (6/1)	543.6 (19/5/72)	49.4 (26/6/40)
Gold Mines	442.3 (22/5)	231.6 (6/10)	442.3 (22/5/75)	43.5 (26/10/71)

S.E. ACTIVITY

—	Oct. 24	Oct. 23
Daily—		
Gilt-Edged	155.2	150.
Industrials	205.7	180.
Speculative	48.1	49.
Totals	132.0	120.
5-day Av'rge	159.2	164.
Gilt-Edged		
Industrials	197.9	212.
Speculative	51.6	55.
Totals	132.5	141.

F.T.—ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, The Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS — GROUPS & SUB-SECTIONS. Figures in parentheses show number of stocks per section. Friday, October 24, 1975.

	Equity groups	Index No.	Day's Change %	Est. Earnings Yield % (Max) Corp. Tax 52%	Gross Div. Yield % (ACT at 35%)	Est. P/E Ratio (net) Corp. Tax 52%	Est. P/E Ratio (nil) Corp. Tax 52%	Thurs. Oct. 23 Index No.	Wed. Oct. 22 Index No.	Tues. Oct. 21 Index No.	Monday Oct. 20 Index No.	Year ago (approx.) Index No.	1975 High	1975 Low	Since Compilation High	Since Compilation Low
1	CAPITAL GOODS (179)	130.84	+1.7	17.56	5.55	8.55	8.52	128.20	126.52	125.50	124.04	69.57	131.26 (6/6)	51.78 (6/1)	206.57 (4/5/72)	50.71 (13/12/74)
2	Building Materials (30)	127.83	+1.2	15.82	6.45	11.30	11.29	126.30	123.58	121.85	120.66	65.80	127.83 (24/10)	48.11 (6/1)	263.84 (2/5/72)	44.27 (11/12/74)
3	Contracting, Construction (23)	237.57	+1.6	15.97	5.93	9.42	9.42	233.84	229.22	226.21	226.02	98.72	251.61 (25/4)	74.74 (6/1)	389.35 (19/5/72)	71.48 (12/12/74)
4	Electricals (17)	225.20	+2.4	17.20	5.09	8.18	8.18	222.95	220.36	220.17	216.99	126.83	254.54 (6/6)	95.49 (2/1)	350.04 (4/5/72)	84.71 (25/6/62)
5	Engineering (Heavy) (13)	154.27	+1.2	21.16	7.69	7.20	7.20	152.50	150.92	149.46	147.81	84.62	159.79 (22/4)	64.39 (2/1)	202.57 (8/6/72)	64.39 (3/1/75)
6	Engineering (General) (63)	111.43	+1.4	19.52	7.67	7.62	7.52	109.85	108.45	107.61	106.56	62.11	117.40 (6/6)	46.45 (6/1)	168.59 (4/5/72)	46.43 (6/1/75)
7	Machine and Other Tools (9)	43.92	+1.5	19.77	9.56	9.63	9.65	43.26	43.18	42.86	42.76	27.81	48.98 (30/5)	20.11 (2/1)	156.70 (4/7/66)	19.96 (13/12/74)
8	Miscellaneous (24)	110.22	+2.1	19.49	7.17	7.64	7.64	107.96	106.50	106.17	106.59	64.29	121.76 (6/6)	49.65 (6/1)	177.41 (27/4/72)	49.65 (6/1/75)
9	CONSUMER GOODS (DURABLE) (56)	104.92	+0.9	16.60	5.59	8.86	8.86	103.95	102.84	102.54	100.35	52.27	104.92 (24/10)	38.39 (6/1)	227.76 (21/4/72)	38.39 (6/1/75)
10	Electronics, Radio TV etc. (15)	122.48	+1.2	15.10	4.36	9.89	9.87	121.04	119.20	120.57	116.93	56.37	125.06 (25/9)	44.28 (6/1)	257.41 (19/6/72)	42.85 (12/12/74)
11	Household Goods (14)	156.60	+1.7	15.32	6.68	9.27	9.24	154.00	155.07	152.18	152.01	82.53	156.60 (24/10)	64.53 (6/1)	263.22 (4/5/72)	63.92 (17/12/74)
12	Motors and Distributors (27)	56.22	+0.1	19.71	8.28	7.22	7.32	56.18	55.38	54.55	53.62	30.67	56.22 (24/10)	19.91 (6/1)	170.59 (15/1/69)	19.91 (6/1/75)
13	CONSUMER GOODS (NON-DURABLE) (163)	144.56	+1.7	13.97	5.90	10.58	10.50	142.13	139.40	137.89	135.75	75.78	146.46 (6/6)	61.98 (6/1)	226.05 (16/8/72)	61.41 (13/12/74)
14	Breweries (15)	166.00	+0.4	12.04	6.17	12.56	12.56	165.31	159.95	166.99	155.17	92.06	167.96 (22/9)	76.58 (6/1)	281.67 (28/11/72)	69.47 (13/12/74)
15	Wines and Spirits (7)	149.65	+1.5	13.00	6.74	11.60	11.60	147.42	144.14	141.86	140.08	108.03	177.94 (9/7)	80.42 (6/1)	257.40 (13/7/72)	78.88 (13/12/74)
16	Entertainment, Catering (16)	168.99	+0.9	12.62	7.05	12.59	11.79	167.48	163.42	159.78	158.15	73.02	168.99 (24/10)	56.28 (6/1)	329.98 (12/12/72)	54.83 (9/1/75)
17	Food Manufacturing (22)	156.89	+2.1	13.60	5.15	10.20	10.16	153.69	151.47	149.62	148.07	68.03	156.89 (24/10)	62.03 (2/1)	211.65 (1/5/72)	59.77 (11/12/74)
18	Food Retailing (16)	148.88	+1.2	10.40	4.44	15.96	15.96	147.15	146.27	142.38	142.21	66.50	149.17 (4/6)	57.15 (2/1)	255.08 (15/8/72)	64.25 (11/12/74)
19	Newspapers, Publishing (15)	140.60	+1.7	13.47	7.08	9.87	9.87	138.29	136.30	134.85	133.33	77.75	152.14 (6/6)	55.08 (6/1)	260.29 (18/1/72)	55.08 (6/1/75)
20	Packaging and Paper (13)	95.96	+1.9	23.19	7.89	6.42	6.42	94.20	92.14	91.09	91.46	58.12	107.12 (30/5)	45.46 (6/1)	135.69 (28/4/72)	43.46 (6/1/75)
21	Stores (32)	123.74	+2.5	11.80	5.50	12.97	12.97	120.74	118.47	118.65	118.46	66.39	132.94 (20/6)	52.65 (6/1)	204.39 (16/8/72)	52.63 (6/1/75)
22	Textiles (23)	153.47	+1.5	21.75	6.98	6.52	6.55	151.22	149.07	147.62	144.19	79.95	153.47 (24/10)	62.91 (6/1)	253.72 (17/9/69)	62.66 (11/12/74)
23	Tobacco (3)	203.29	+1.7	15.87	6.65	9.13	9.13	199.86	196.45	194.60	190.87	123.36	203.29 (24/10)	109.92 (6/1)	339.16 (2/8/72)	94.34 (13/6/62)
24	Toys and Games (6)	61.66	+1.1	22.94	6.58	6.06	6.06	60.97	59.06	58.59	57.41	28.77	61.66 (24/10)	20.92 (6/1)	135.72 (16/1/70)	20.92 (6/1/75)
	OTHER GROUPS (93)															
25	Chemicals (24)	181.04	+0.9	16.36	5.50	9.09	9.06	179.40	175.55	175.40	173.83	93.86	189.17 (6/6)	73.14 (6/1)	201.92 (31/1/69)	71.20 (1/12/74)
26	Office Equipment (10)	86.27	+1.8	15.45	6.04	9.07	9.07	84.75	82.56	81.63	82.52	55.64	104.78 (17/4)	45.34 (2/1)	246.06 (1/9/72)	45.34 (2/1/75)
27	Shipping (12)	379.19	+1.4	21.51	6.37	4.96	4.74	373.94	370.82	368.04	367.28	249.67	401.84 (10/3)	194.38 (6/1)	517.00 (6/12/72)	90.80 (29/6/62)
28	Miscellaneous (47)	150.55	+1.7	17.60	6.76	8.44	8.43	148.06	145.52	143.75	145.82	81.61	153.58 (6/6)	60.39 (6/1)	258.83 (2/5/72)	60.39 (6/1/75)
29	INDUSTRIAL GROUP (496)	141.79	+1.5	15.57	5.89	9.31	9.27	139.64	137.17	136.00	134.66	75.49	143.43 (6/6)	69.19 (6/1)	220.17 (1/5/72)	59.01 (13/12/74)
30	OILS (4)	329.98	−0.1	15.25	4.89	7.32	6.56	330.40	325.50	326.08	321.56	145.02	330.40 (23/10)	105.85 (2/1)	431.66 (29/5/69)	87.23 (29/5/62)
31	500 SHARE INDEX	157.57	+1.3	15.52	5.81	8.92	8.69	155.40	152.72	151.60	150.10	81.50	157.57 (24/10)	63.49 (6/1)	227.95 (16/8/72)	63.48 (13/12/74)
32	FINANCIAL GROUP (100)	135.09	+1.7	—	5.29	—	—	132.77	132.54	131.08	130.56	69.51	148.45 (20/5)	56.50 (6/1)	241.41 (11/4/72)	56.88 (13/12/74)
33	Banks (6)	162.64	+1.4	18.08	4.95	8.47	8.47	160.57	159.72	156.28	155.25	79.15	177.11 (5/6)	62.56 (2/1)	288.32 (20/7/72)	62.44 (12/12/74)
34	Discount Houses (9)	158.61	+0.2	—	8.05	—	—	158.16	158.53	158.59	155.06	105.64	169.27 (7/5)	84.13 (6/1)	293.12 (2/7/72)	81.40 (10/12/74)
35	Hire Purchase (5)	101.08	+5.0	17.76	8.34	8.06	7.41	96.25	94.81	94.81	94.43	81.44	134.39 [illegible]	62.81 [illegible]	433.72 [illegible]	38.83 (11/12/74)
36	Insurance (Life) (9)	116.87	[illegible]	—	[illegible]	—	—	116.95	114.85	113.61	115.30	59.78	127.97 [illegible]	[illegible]	[illegible]	44.88 (2/1/75)
37	Insurance (Composite) (7)	112.49	[illegible]	—	[illegible]	—	—	109.09	108.10	106.77	107.89	[illegible]	[illegible]	[illegible]	[illegible]	43.96 (13/12/74)
38	Insurance (Brokers) (9)	222.76	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	219.96	213.94	213.28	214.10	[illegible]	[illegible]	[illegible]	[illegible]	65.86 (16/12/74)
39	Merchant Banks (19)	87.45	[illegible]	—	[illegible]	—	—	87.78	87.24	86.74	86.53	[illegible]	[illegible]	[illegible]	[illegible]	31.21 (7/1/75)
40	Property (32)	151.67	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	150.09	150.26	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	36.01 (20/4/65)
41	Miscellaneous (4)	74.35	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	72.09	71.14	69.06	69.41	[illegible]	[illegible]	[illegible]	[illegible]	33.29 (17/12/74)
42	Investment Trusts (50)	165.22	+0.8	3.00	4.33	35.37	33.35	164.04	162.05	160.86	160.63	86.34	178.53	73.43	245.79	71.63 (13/12/74)
43	ALL-SHARE INDEX (650)	152.31	+1.3	—	5.63	—	—	150.31	147.99	146.76	145.55	78.70	154.09	62.16	228.18	61.92 (13/12/74)
	COMMODITY GROUPS (Not included in 500 or All-Share indices)															
44	Rubbers (9)	383.87	+3.1	14.82	5.65	9.77	9.69	372.46	372.46	375.90	359.80	512.56	[illegible]	[illegible]	[illegible]	[illegible]
45	Teas (10)	110.85	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	111.11	111.63	112.76	109.86	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
46	Coppers (3)	278.26	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	273.26	277.11	279.61	276.44	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
47	Mining Finance (11)	108.36	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	110.42	110.63	110.40	109.76	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
48	Tins (8)	86.01	+0.7	12.85	10.41	10.17	9.10	85.42	85.63	86.55	86.00	114.49	[illegible]	[illegible]	[illegible]	[illegible]
49	Overseas Traders (13)	214.23	+2.3	16.27	4.61	7.86	7.66	209.46	209.26	209.84	209.54	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

	FIXED INTEREST	Friday, Oct. 24 Index No.	Yield %	Thurs. Oct. 23	Wed. Oct. 22	Tues. Oct. 21	Monday Oct. 20	Fri. Oct. 17	Thurs. Oct. 16	Wed. Oct. 15	Year ago (approx.)	1975 High	1975 Low	Compilation High	Compilation Low
1	Consols 2½% yield	—	14.81	14.92	15.05	15.25	15.36	14.99	14.77	14.75	16.40	—	—	—	—
2	20-yr. Govt. Stocks (6)	46.84	†15.85	46.56	46.52	45.98	45.66	46.69	47.73	47.53	43.00	53.09	38.27	116.43	38.27
3	20-yr. Red. Deb. & Loans (15)	45.70	†15.09	45.60	45.57	45.59	46.30	46.52	46.96	46.96	[illegible]	[illegible]	37.01	[illegible]	37.01
4	Investment Trust Prefs. (15)	46.58	14.86	47.04	45.44	45.36	45.27	45.06	45.46	45.46	37.28	[illegible]	[illegible]	[illegible]	[illegible]
5	Coml. and Indl. Prefs. (20)	62.99	14.70	63.41	62.67	62.15	61.93	61.66	62.15	62.36	51.53	68.08	48.35	114.95	47.67

Section or Group	Base Date	Base Value	Section or Group	Base Date	Base Value
Overseas Traders	31/12/74	100.00	Food Manufacturing	29/12/67	114.13
Engineering (Heavy)	31/12/71	[illegible]	Food Retailing	29/12/67	114.13
Engineering (General)	31/12/71	[illegible]	Insurance Brokers	29/12/67	[illegible]
Wines and Spirits	[illegible]	[illegible]	Mining Finance	29/12/67	100.00
Toys and Games	[illegible]	[illegible]	All Other	10/4/62	100.00
Office Equipment	[illegible]	[illegible]			
Industrial Group	31/12/70	[illegible]			
Miscellaneous Financial	31/12/70	[illegible]			

† Redemption yield. FT-Actuaries indices are calculated by Extel Communications Limited (a member of the Exchange Telegraph Group) on an [illegible] computer. A list of the constituents of the FT-Actuaries Share Indices is now available from the Publishers, the Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 15p. By inland post 22p. CONSTITUENT CHANGE: Nairn Williamson (Household Goods) has been replaced by Spirella Group (Textiles).

MONEY + EXCHANGES

Rise in bill rate

Bank of England Minimum Lending Rate 12 per cent.
(since October 3, 1975)

The Treasury bill rate rose by 0.0400 per cent. to 11.4618 per cent. at yesterday's tender, leaving the Bank of England Minimum Lending Rate unchanged at 12 per cent. The minimum accepted bid was £97.14, compared with £97.14½ previously, and bids at that level were met as to 66 per cent. The £400m. bills offered and allotted attracted bids of £758.1m. All bills offered were allotted, while next week £450m. will replace £350m.

Day-to-day credit was in short supply in the London money market and the authorities gave a large amount of assistance by buying Treasury bills and local authority bills from the discount houses. Overfull bank balances and maturing Treasury bills were in the market's favour, but these were outweighed by an excess of revenue payments to the Exchequer over Government disbursements, an increase in the note circulation, and settlement of official gilt-edged sales.

Discount houses paid 11-11¼ per cent. for secured call loans in the early part and at the close rates were in the range of 7-10½ per cent.

Short-term fixed period interest rates were easier on balance, with the three-month sterling certificate yield at 11 11/16-11 9/16 per cent., compared with 11¾-11⅝ per cent. previously.

Rates in the table below are nominal in some cases.

Oct. 24 1975	Sterling Certificates of deposits	Interbank	Local Authority deposits*	Local Auth. negotiable bonds	Finance House deposits	Company deposits	Discount market deposits	Treasury bills ◆	Bank bills ◆	Fine trade bills ◆
Overnight	—	10⅞-11¼	—	—	—	11-12½	7-11¼	—	—	—
2 days notice	—	—	11¼-11½	—	—	—	—	—	—	—
†7 days or 7 days notice	—	11-11⅝	11⅜-11⅝	—	†	—	11-11¼	—	—	—
One month	11 9/16-11 7/16	11 7/16-11 9/16	11½-11⅝	12¼-11⅞	11¾-12½	—	11⅛-11¼	11⅛	11⅜-11½	12-11¾
Two months	11 11/16-11⅝	11½-11¾	—	12¼-11¾	11¾-12¾	—	11¼	11 7/16-11⅝	11⅝	12-11¾
Three months	11 11/16-11 9/16	11 9/16-11 11/16	11¾-11⅞	12¼-11¾	11¾-12¾	—	11¼	11 9/16-11⅝	11⅝-11⅞	12¼-12
Six months	12-11⅞	11⅞-12	11⅞-12⅛	12¼-11¾	12¼-13¼	—	—	[illegible]	[illegible]	[illegible]
Nine months	12 1/16-11 15/16	11 15/16-12 1/16	—	12½-11⅞	12¼-13¼	—	—	[illegible]	[illegible]	[illegible]
One year	12 3/16-11 15/16	11 15/16-12 3/16	12⅛-12⅜	12⅛-12⅛	12¼-13¾	—	—	[illegible]	[illegible]	[illegible]
Two years	—	12⅜-12⅝	13-13⅛	13-12⅛	—	—	—	[illegible]	[illegible]	[illegible]

† Local authority and finance houses seven days' notice, others seven days' fixed. * Long-term local authority mortgage rate nominally three years 13¾-13⅞ per cent.; four years 13¾-14 per cent.; five years 14-14[illegible] per cent. ◆ Bank bill rates in table are buying rates for prime paper, buying rates four-month bank bills 11 11/16-11⅝ per cent.; four-month trade bills 12¼ per cent. Approximate selling rates for one-month Treasury bills 11 7/32-11 3/16 per cent.; two-month [illegible] per cent.; three-month 11 15/32-11⅜ per cent. Approximate selling rates for one-month Bank bills 11 7/16-11[illegible] per cent.; and three-month 11⅝-11 7/16 per cent.; for one-month trade bills 11⅞-11⅝ per cent.; two-month 11⅞-11¾ per cent.; and also three-month 11⅞-11¾ per cent.

Finance House Base Rate (published by the Finance Houses Association) 11 per cent. from October 1. Clearing Bank Deposit Rates for small sums at seven days' notice 7 per cent. Clearing Bank Rates for lending 11 per cent. Treasury Bills: Average tender rates of discount 11.4618 per cent.

EXCHANGES AND BULLION

Sterling was slightly firmer against the U.S. dollar, but showed little change against major currencies in general in the foreign exchange market yesterday. The pound began at $2.0650-$2.0660 and improved to $2.0720-$2.0730, before closing at $2.0695-$2.0705, a gain of 30 points on the day. Sterling's trade-weighted average depreciation against 10 major currencies since the Washington Currency Agreement, as calculated by the Bank of England, was unchanged at 29.3 per cent., at noon and 29.2 per cent. in early dealings.

The U.S. dollar continued to decline against most currencies, reflecting the lower trend in U.S. interest rates. Its trade-weighted average depreciation, as calculated by Morgan Guaranty of New York, on noon rates, widened to 2.64 per cent., from 2.57 per cent. previously.

Gold lost $½ to $143¾-$144¼ in quiet trading. The krugerrand finished at $147-$149 (£71-£72) in the domestic and international markets. The coin's premium over its gold content narrowed to 2.95 per cent., from 3.30 per cent.

EXCHANGE CROSS-RATES

Oct. 24	Frankfurt	New York	Paris	Brussels	London	Amsterdam	Zurich
Frankf't	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
N. York	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Paris	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]
Brussels	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]
London	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]
Amsterdam	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
Zurich	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—

U.S. $ in Montreal U.S. $=102.16-18 Canadian cents.
Canadian $ in New York. $ Can.=97.87-90 U.S. cents. U.S. $ in Milan 674.25.
Sterling in Milan 1395.85.

EURO-CURRENCY INTEREST RATES*

Oct. 24 1975	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	W. German mark	Swiss franc
†Short term	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
7 days notice	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Month	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Three months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Six months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
One year	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Euro-French deposit rates short-term [illegible] per cent.; seven days' notice [illegible] per cent.; one month [illegible] per cent.; three months [illegible] per cent.; six months [illegible] per cent.; one year [illegible] per cent.

Longer-term Eurodollar deposits: two years [illegible] per cent.; three years [illegible] per cent.; four years [illegible] per cent.; five years [illegible] per cent.

The following nominal rates were quoted for London dollar certificates of deposit: one month [illegible] per cent.; three months [illegible] per cent.; six months [illegible] per cent.; one year [illegible] per cent.

* Rates are nominal closing rates.

† Shorter-term rates are call for sterling, U.S. dollars and Canadian dollars, and two days' notice for guilders and Swiss francs.

FOREIGN EXCHANGES

Oct. 24 1975	Bank rate %	Day's Spread	Close
New York	[illegible]	2.0650-2.0730	2.0695-2.0705
Montreal	[illegible]	[illegible]	[illegible]
Amsterdam	[illegible]	[illegible]	[illegible]
Brussels	[illegible]	[illegible]	[illegible]
Copenhagen	[illegible]	[illegible]	[illegible]
Frankfurt	[illegible]	[illegible]	[illegible]
Lisbon	[illegible]	[illegible]	[illegible]
Madrid	[illegible]	[illegible]	[illegible]
Milan	[illegible]	[illegible]	[illegible]
Oslo	[illegible]	[illegible]	[illegible]
Paris	[illegible]	[illegible]	[illegible]
Stockholm	[illegible]	[illegible]	[illegible]
Tokyo	[illegible]	[illegible]	[illegible]
Vienna	[illegible]	[illegible]	[illegible]
Zurich	[illegible]	[illegible]	[illegible]

† Basic discount. † Rates given are for convertible francs. Financial franc [illegible].

OTHER MARKETS

	£		Note Rates
Argentina	[illegible]	Argentina	[illegible]
Australia	[illegible]	Austria	[illegible]
Brazil	[illegible]	Belgium	[illegible]
Finland	[illegible]	Denmark	[illegible]
Greece	[illegible]	France	[illegible]
Hong Kong	[illegible]	Germany	[illegible]
Iran	[illegible]	Italy	[illegible]
Kuwait	[illegible]	Japan	[illegible]
Luxembourg	[illegible]	Netherlands	[illegible]
Malaysia	[illegible]	Norway	[illegible]
N. Zealand	[illegible]	Portugal	[illegible]
Saudi Arabia	[illegible]	Spain	[illegible]
Singapore	[illegible]	Switzerland	[illegible]
S. Africa	[illegible]	United States	[illegible]
U.A.E.	[illegible]	Yugoslavia	[illegible]
Canada	[illegible]		

† Based on rates quoted by specialist dealers. Other rates may be quoted elsewhere. † Now given in the commercial rate. Special financial rate [illegible].

FORWARD RATES

	One month	Three months
New York	[illegible]	[illegible]
Montreal	[illegible]	[illegible]
Amsterdam	[illegible]	[illegible]
Brussels	[illegible]	[illegible]
Copenhagen	[illegible]	[illegible]
Frankfurt	[illegible]	[illegible]
Lisbon	[illegible]	[illegible]
Madrid	[illegible]	[illegible]
Milan	[illegible]	[illegible]
Oslo	[illegible]	[illegible]
Paris	[illegible]	[illegible]
Stockholm	[illegible]	[illegible]
Vienna	[illegible]	[illegible]
Zurich	[illegible]	[illegible]

Six-month forward dollar [illegible]; 12-month [illegible].

BASE LENDING RATES

Bank	%
AFT International	11
Allied Irish Banks Ltd.	11
Anglo-Portuguese Bank	11
Henry Ansbacher	11
Banco de Bilbao	11
Banco de Jeres	11
Bank of Cyprus	11
Bank of N.S.W.	11
Banque du Rhone S.A.	11
Barclays Bank	11
Barnett Christie Ltd.	11
Bremar Holdings Ltd.	11
Brit. Bank of Mid. East	11
■ Brown Shipley	11
Cayzer, Bowater Co. Ltd.	11
Cedar Holdings	11
■ Charterhouse Japhet	11
C. E. Coates	11
Consolidated Credits	11
Continental Trade Bk.	11
Co-operative Bank	11
Copleys Bank	11
Corinthian Securities	11
Credit Lyonnais	11
G. R. Dawes	11
Duboff Brothers	11
Duncan Lawrie	11
English Transcont.	11
First London Secs.	11
■ Antony Gibbs	11
Goode Durrant Trust	11
Greyhound Guaranty	11
Grindlays Bank	11
■ Guinness Mahon	11
■ Hambros Bank	11
Hawlin & Partners	11
■ Hill Samuel	11
C. Hoare & Co.	11
Julian S. Hodge	11
Industrial Bank of Scot.	11
Jacobs, Kroll	11
Keyser Ullman	11
Knowsley & Co. Ltd.	11
Lloyds Bank	11
London & European	11
London Mercantile	11
Midland Bank	11
■ Samuel Montagu	11
■ Morgan Grenfell	11
National Westminster	11
Northern Comm. Trust	11
Norwich General Trust	11
Portman Guaranty	11
P. S. Refson & Co.	11
Rossminster Acceptcs.	11
Royal Trust of Canada	11
Schlesinger Limited	11
E. S. Schwab	11
Security Trust Co. Ltd.	11
Shenley Trust	11
Standard Chartered	11
Sterling Credit	11
Thames Guaranty	11
Trade Development Bk.	11
Twentieth Century Bk.	11
United Bank of Kuwait	11
Wallace Brothers Bank	11
Whiteaway Laidlaw	11
Williams and Glyn's	11
Yorkshire Bank	11

■ Members of the Accepting Houses Committee.
* 7-day deposits 7%, 1-month [illegible].
† 7-day deposits on sums of £10,000 and under 7%, up to £25,000 [illegible] over £25,000 [illegible].
‡ Demand deposits [illegible].

CORAL INDEX
Close 349-354

I.G. INDEX
GOLD 143-145

INSURANCE BASE RATES

† Atlantic Assurance [illegible]
† Cannon Assurance [illegible]
† Address shown under Insurance and Property Bond table.

GOLD MARKET

	Oct. 24 1975	Oct. 23
Gold Bullion (a fine ounce)		
Close	$143¾-144¼	[illegible]
Opening	[illegible]	[illegible]
Morning fix'g	$143.50 (£69.280)	[illegible]
Afternoon fix'g	[illegible]	[illegible]
Gold Coins domestically		
Krugerrand	$147-149 (£71-72)	[illegible]
New Sov'reigns	[illegible]	[illegible]
Old Sov'reigns	[illegible]	[illegible]
Gold Coins (int'rn'tnly)		
Krugerrand	$147-149 (£71-72)	[illegible]
New Sov'reigns	[illegible]	[illegible]
Old Sov'reigns	[illegible]	[illegible]
$20 Eagles	[illegible]	[illegible]
$10 Eagles	[illegible]	[illegible]
$5 Eagles	[illegible]	[illegible]

SPECIAL DRAWING RIGHT RATES

	Oct. 24	Oct. 23
One SDR is equal to—		
Sterling	[illegible]	[illegible]
U.S. dollar	[illegible]	[illegible]
Canadian dollar	[illegible]	[illegible]
Austrian schilling	[illegible]	[illegible]
Belgian franc	[illegible]	[illegible]
Danish kroner	[illegible]	[illegible]
Deutschemark	[illegible]	[illegible]
French franc	[illegible]	[illegible]
Italian lira	[illegible]	[illegible]
Japanese yen	[illegible]	[illegible]
Dutch guilder	[illegible]	[illegible]
Swedish kronor	[illegible]	[illegible]

Values are for currencies against SDR as calculated by the International Monetary Fund in Washington.

هكذا من الأصل

AUTHORISED UNIT TRUSTS

[illegible]

REGIONAL MARKETS

[Fo]llowing the merger last year of U.K. stock exchanges, a selection of the share[s] previously shown under regional headings is presented below with quotations [in Lo]ndon. Irish issues, most of which are not officially listed in London, are [shown] separately and with prices as on the Irish exchange.

[illegible] Inv. 20p	15	......	Craig Ship. £1	405	......	Shiloh Spinn	25	......
[illegible]inning	37	......	Hallam Sleigh 10p	6	......	Sindall (Wm.)	50	......
[illegible]	18	......	Higsons Brew	98	......			
[illegible] Est. 50p	130	......	I.O.M. Stm. £1	120	......	IRISH		
[illegible] Croft	35	......	Holt (Jos.) 25p	255	......			
[illegible] Rose £1	315	......	Kleen-e-Ze	18	......	Alliance Gas (£1)	[illegible]	......
(R.A.)	30	......	Lovell's Ship £1	125	......	Carroll (P. J.)	122	+5
[illegible] McHdy.	58	......	N'thn. Goldsmith	92	......	Clondalkin	[illegible]	......
[illegible] Fr'k 10p	33	......	P.M.A.	33	+2	Concrete Prods.	73	......
[illegible]	8	......	Pearce (C. H.)	60	......	Goodbody (£1)	28	−2
[illegible]	47	......	Peel Mills	12	......	Helton (Hldgs.)	28	......
[illegible] Pkg. 5p	16	......	Richards 10p	13	+½	Irish Distillers	67	......
[illegible] Seed 50p	105	+5	RobbCaledon 5p	31	+1	Irish Wire	40	......
[illegible] & Sons	11	......	Sayers 12½p	8	......	Jacob	65	......
[illegible] (L.)	55½	......	Sheffield Brick	64	......	Sunbeam	17½	......
			Sheff. Refrshmt.	140	......	Unidare	86	......

INSURANCE, PROPERTY, BONDS

[illegible]

OFFSHORE AND OVERSEAS FUNDS

[illegible]

Warburg Invest. Mngt. Jrsy. Ltd.
8 Church St, St Helier, Jsy. C1. 0534 35511

CMF Ltd. Sept. 25	$US9.57	9.62	......	—
CMT Ltd. Sept. 25	£9.36	9.60	......	—
Metals Tst. Oct. 16	£9.38	9.61	......	—
TMT Oct. 9	$US[illegible]	[illegible]	......	—
TMT Ltd. Oct. 9	£10.40	10.67	......	—

World Wide Growth Management
10a, Boulevard Royal, Luxembourg.

World Wide Gth. Fd	$US10.77	−0.03	—

NOTES

Prices do not include $ premium, where applicable, and are in pence unless otherwise indicated. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of U.K. taxes. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ♥ Net of tax on realised capital gains unless indicated by ♦. § Guernsey yield. ♦ Suspended. ☆ Single premium insurance bonds.

FT SHARE INFORMATION SERVICE

**BRITISH FUNDS

1975 High	1975 Low	Stock	£	+ or −	Yield Int.	Yield Red.
		"Shorts" (Lives up to Five Years)				
99⅞	94⅞	Exch. 6¾pc 1976‡‡	98⅞	......	6.62	11.87
97¼	92⅝	Treasury 6½pc 1976‡‡	96½	......	6.76	11.55
99	97	Victory 4pc 1976‡‡	98½	......	4.04	—
102	96⅞	Treasury 10½pc 1976‡‡	98¾	−⅛	10.63	11.64
95¼	88⅞	Treasury 6¼pc 1977‡‡	94¼	......	6.63	10.86
94⅝	86¼	Electric 3pc 74-77	93½	......	3.21	8.05
103⅞	96⅞	Treasury 11½pc '77‡‡	100⅛	......	11.43	11.12
89⅞	84	Treasury 3pc '77‡‡	89⅞xd	+⅛	3.34	8.44
90⅞	84⅜	Transport 4pc 72-77	89⅝	+⅛	4.46	9.42
96⅞	90½	Treasury 9pc 1978‡‡	93⅞	+⅛	9.59	12.01
100⅞	96	Treasury 10½pc '78‡‡	96¾	+⅛	10.85	11.68
87¼	79	Exchequer 5pc '76-78‡‡	86	+⅛	5.81	10.69
103	94⅞	Treasury 11½pc '79‡‡	98⅞	+⅛	11.62	11.87
79⅛	71⅝	Treasury 3pc '79‡‡	77¼	+⅛	3.86	10.04
81¼	73⅝	Electric 4¼pc '74-79	80⅛	+⅛	5.30	10.55
100⅞	94½	Treasury 10½pc '79‡‡	95⅛xd	+⅛	11.04	12.08
79½	71	Electric 3½pc '76-79	75⅛xd	+⅛	4.48	10.23
95	84	Treasury 9pc 1980‡‡	88⅞	+⅛	10.12	12.35
95⅛	89¼	Treasury 9½pc '80‡‡	89⅞xd	+⅛	10.56	12.48
79	68¼	Treasury 3½pc 77-80	76⅝	+⅛	4.57	9.90
84½	71	Funding 5¼pc '78-80‡‡	81⅝	+⅛	6.43	10.32
		Five to Fifteen Years				
96½	95½	Treasury 11½pc 1981	96⅛	+⅛	12.01	12.63
76½	66⅛	Do 3½pc '79-81	74¼	+¼	4.73	9.90
91⅞	72⅝	Do 8½pc '80-82‡‡	85⅞	+¼	10.18	12.37
104⅛	86⅝	Treasury 12pc 1983‡‡	96⅞	+¼	12.56	12.94
78	58	Funding 5½pc '82-84‡‡	72⅜	+¼	7.77	10.96
85¼	61⅞	Treasury 8¼pc '84-86‡‡	80	+¼	10.97	12.33
73¼	51⅞	Funding 6½pc '85-87‡‡	66⅛xd	+¼	9.78	11.94
76¼	53	Treasury 7¾pc '85-88‡‡	71½	+¼	11.21	12.79
47¼	32⅞	Transport 3pc '78-88	43⅞	+⅜	6.99	11.77
56⅞	39¼	Treasury 5pc '86-89	51¼xd	+⅜	9.79	12.48
75½	53¼	Treasury 8¼ St. 90‡‡	69⅝	+⅜	12.39	13.54
		Over Fifteen Years				
57⅞	41⅞	Funding 5¾pc '87-91‡‡	51⅜	+⅜	11.27	13.29
94⅞	87	Treasury 12¼pc '92‡‡	88⅞	+½	14.82	15.05
97½	85⅞	Treasury 12½pc '93‡‡	87⅞	+½	14.83	15.03
55⅞	40⅞	Funding 6pc 1993‡‡	49	+⅜	12.42	13.88

Undated

**INTERNATIONAL BANK

**CORPORATION LOANS

COMMONWEALTH & AFRICAN LOANS

LOANS (Miscel.)

FOREIGN BONDS & RAILS

U.S. $ DM Prices exclude inv. $ premium

AMERICANS

S.E. List Premium 44¾% (based on $2.0715 per £)

CANADIANS

S.E. List Premium 38¼% (based on $2.1150 per £)

Conversion factor 0.6298 (0.6260)

BANKS AND HIRE PURCHASE

Hire Purchase, etc.

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY, TIMBER & ROADS

BUILDING INDUSTRY—Continued

CHEMICALS, PLASTICS

CINEMAS, THEATRES AND TV

DRAPERY AND STORES

DRAPERY AND STORES—Continued

ELECTRICAL AND RADIO

ENGINEERING, MACHINE TOOLS

ENGINEERING—Cont.

FOOD, GROCERIES, ETC.

HOTELS & CATERERS

HOTELS—Continued

INDUSTRIALS (Miscel.)

هكذا من الأصل

هكذا من الأصل

INDUSTRIALS—Continued

INDUSTRIALS—Continued

INSURANCE

MOTORS, AIRCRAFT TRADES

Motors and Cycles

Commercial Vehicles

Components

Garages and Distributors

NEWSPAPERS, PUBLISHERS

PAPER, PRINTING, ADVERTISING

PROPERTY

PROPERTY—Continued

SHIPBUILDERS, REPAIRERS

SHIPPING

SHOES AND LEATHER

SOUTH AFRICANS

TEXTILES

TOBACCOS

TRUSTS, FINANCE, LAND

Investment Trusts

TRUSTS—Continued

Finance, Land, etc.

OILS

OVERSEAS TRADERS

RUBBERS AND SISALS

TEAS

India and Bangladesh

Sri Lanka

Africa

MINES

CENTRAL RAND

EASTERN RAND

FAR WEST RAND

O.F.S.

FINANCE

DIAMOND AND PLATINUM

CENTRAL AFRICAN

AUSTRALIAN

TINS

COPPER

MISCELLANEOUS

High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's
8½	3	Burma Mine 17½p	8	......	m0.5	—	1.7
65	17	Charterhall 5p	45½	−½	—	—	—
115	40	Colby Mines $1	65	+3	—	—	—
760	360	Cons. Murch. 10c	670	......	†Q130c	2.2	‡
53½	29½	Laurasia	33	−1	—	—	—
375	200	Northgate C$1	295	−7	Q65c	1.0	12.7
211	80	R.T.Z.	176	+2	g5.51	4.4	4.9
135	47½	Sabina Inds. C$1	85	......	—	—	—
81	47	Stanford Mines §	53	−8	—	—	—
£12½	875	Tara Expln. $1	£10¼	......	—	—	—
78	38	Yukon Cons C$1	55	......	—	—	—

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures; they are adjusted to ACT of 35 per cent. P/Es are calculated on the basis of net distribution; bracketed figures indicate 10 per cent. or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution. Yields, assuming maintenance of net dividends on current rate of ACT, are based on middle prices, are gross and allow for value of declared distributions and rights. Securities with denominations other than sterling are quoted inclusive of the investment dollar premium.

- Δ Sterling denominated securities which include investment dollar premium.
- ● "Tap" Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents.
- ◆ Figures or report awaited.
- †† Banks and Insurance: reserve allocations may preclude calculation of dividend cover.
- ø Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividend or forecast.
- — Free of Stamp Duty.
- ♦ Merger bid or reorganisation in progress.
- ‡ Not comparable.
- ♦ Same interim, reduced final and/or reduced earnings indicated.
- § Based on 1973 profits.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ★ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ♥ Excluding a final dividend declaration.
- ♣ Regional price.
- § No par value.

a Tax free. b Figures based on prospectus or other official estimate. c Cents. d Dividend rate paid or payable on part of capital; cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. q Earnings based on preliminary figures. r Australian currency. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast dividend: cover based on previous year's earnings. v Tax free up to 30p in the £. w Yield allows for currency clause. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment.
A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Issue price. G Assumed dividend and yield after pending scrip and/or rights issue. M Figures based on prospectus or other official estimates for 1974-75. Q Gross. T Figures assumed. U No significant Corporation Tax payable. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

"Recent Issues" and "Rights" Page 15

FINANCIAL TIMES

Saturday October 25 1975

MAN OF THE WEEK

A good friend of Britain

BY RICHARD JOHNS

DESPITE THE congested schedule of his official visit to Britain, Crown Prince Fahd bin Abdel-Aziz still found time to call round an old personal friend to Claridge's from nearby Three Kings' Yard for a talk on Tuesday. His liking for Britain, which he has always favoured for rest and recreation as well as medical check-ups, can be seen to have contributed to the success and the general atmosphere of goodwill.

As an Anglophile, it would have been his own preference that Saudi Arabia should do everything which it reasonably could to prevent the U.K. economy and sterling from foundering even if that had not been well-established Saudi policy before the assassination of King Feisal in March.

Though formidable and impressive, the outgoing and good humoured Crown Prince is very different from the austere and forbidding late Monarch, whom many thought would be succeeded by him. While every effort is made to emphasise the continuity of policy and present it as King Khaled's, there can be no doubt that First Deputy Premier is the real power behind the Throne and has brought a new flexibility of approach towards foreign and domestic affairs. Even before the King Feisal's death, he was chiefly responsible for settling the border dispute with Abu Dhabi—something that the old Monarch with his bitter memories of Buraimi could not really contemplate on his own.

Foreign policy

Since his untimely death, Saudi foreign policy has become more activist in keeping with the Kingdom's strength as the world's leading oil producer. Notably there was the Crown Prince's visit to Iraq which resulted in an improvement in relations with the revolutionary regime and the attempt to mediate between it and the rival Baathist regime in Syria.

Sixth of the many sons sired by King Abdel-Aziz, founder of the Monarchy, 53-year-old Crown Prince Fahd was appointed Minister of Education in 1952 and to the key post of Minister of the Interior in 1962, but it was not until his appointment as Second Deputy Premier in 1968 that he came to real prominence.

He is the senior and most able of the "Sudairi Seven" full brothers, so-called because their mother came from the very powerful clan of that name. A solid wedge within the House of Saud, the seven include—apart from Fahd—the present Prince Sultan, Minister of Defence, Prince Naif, the new Minister of the Interior, the Deputy Minister of the Interior, the Governor of Riyadh and the Vice-Governor of Mecca.

Sheikh Hisham Nazer, Minister for Planning, has long been considered "Fahd's man" and, contrary to some misinformed predictions, the Heir Apparent has developed a close working relationship with Sheikh Zaki Yamani, Minister of Oil. His general command and close control over the administration must have been strengthened further as a result of the Cabinet reshuffle, in particular with the appointment of another commoner, Sheikh Mohammed Aba al-Khail, as Minister of Finance and National Economy.

Tight grasp

He is said to have a very tight grasp of the minutiae of the Kingdom's ambitious $142bn. Five-Year Plan and an astute understanding of the geopolitics of the region. On the central issue of a Middle East settlement involving complete Israeli withdrawal from occupied territory Crown Prince Fahd is as unrelenting as King Feisal and has warned that the oil weapon may have to be used again to achieve it.

As the effective head of executive authority in the Kingdom, Crown Prince Fahd is able and willing to delegate in a way that King Feisal, whose health suffered as a result, could not. Described by one of his close acquaintances as a nice blend of "head and heart," Crown Prince Fahd seems well-fitted to shoulder the enormous and awesome responsibility of running and leading Saudi Arabia—with all that implies for the Western world.

Franco: Third heart attack in 4 days

BY ROGER MATTHEWS — MADRID, Oct. 24.

GENERAL FRANCO, Spain's 82-year-old Head of State, suffered another heart attack to-night, the thir din four days. His doctors said that after the attack he was again resting quietly, and it seems he is most of the time in a coma.

A few hours earlier, his medical team reported he was recovering slightly from the relapse he ha dsuffered yesterday.

For the past 48 hours, Spain has effectively been iwthout a Head of State as bizarre manoeuvrings over Gen. Franco's fate continue dunabated.

But with to-night's attack, the régime must be convinced that the end is near. However the General's illness and the manner in which it has been revealed to the public has caused a good deal of anger.

Members of the Cortes (Parliament), together with the controlled Press, complained bitterly to-day about the lack of information. This criticism is believed to have been directed particularly at the Marques de Villaverde, Gen. Franco's son-in-law. It is known that he kept yesterday's medical bulletin—which stated that Franco had suffered another relapse—in his pocket for at least 15 hours.

The Information Minister to-night promised a medical bulletin would be issued daily.

The Government was determined all Spaniards should receive the fullest information, he said.

This morning's scheduled meeting of the Cabinet was cancelled at the last moment, adding to the speculation. Ministers have been told not to be out of immediate contact with the Prime Minister's office.

Some armed services units remained on a low-level state of alert.

The basic argument raging between the Franco family, their close friends, and Prime Minister Carlos Arias, is whether fresh efforts should be made to persuade the Caudillo to sign his resignation.

Should Franco continue in his present state, the only constitutional alternative would be to declare him incapacitated.

Prince Juan Carlos, the future King and Head of State, is continuing preparations for the succession.

At least three political factions are claiming he has already selected their candidate for Prime Minister.

One source insisted to-night that the Prince was well on the way to drawing up "a Government of national unity."

Amid this uncertainty, the Moroccan Foreign Minister, Ahmed Laraki, arrived here for consultations over King Hassan's scheme to re-claim the Spanish Sahara in a peaceful march by 350,000 people.

● Senor Santiago Carrillo, Spanish Communist Party Leader, emphasised in Paris that, for the five Left-wing parties which make up the Spanish democratic junta, Juan Carlos' accession "would not be enough to provide the democracy the country needed."

Portugal troops on full alert

BY JANE BERGEROL — LISBON, Oct. 24.

PORTUGAL'S armed forces were placed on full alert by the Government to-day, while the Copcon security units set up roadblocks to counter the danger of more sabotage and bombing "by groups of the extreme right."

Six bombs went off in Lisbon early this morning, three damaging cars belonging to leftist Naval officers. Another bomb damaged an agrarian reform centre south of the capital.

The pro-Communist Press, the Socialists and Copcon are blaming the bomb attacks on the extreme right. But the Centre Democrats and the Popular Democrats suggest that bombs are being planted by the left to create an impression of an imminent rightist coup in order to mobilise their supporters for their own aims.

Lisbon yesterday was tense with rumours of action by Communist demonstrators against certain ministries and broadcasting stations. To-day, the northern city of Oporto was the country's nerve centre, where former mutineers from the artillery regiment were trying to defy the northern military command and hold a plenary soldiers' assembly with soldiers from other units in the country.

The northern command had armoured cars in the streets by mid-day and its military headquarters were circled by more armoured vehicles. Heavily armed police have been driving through the industrial city on unusually stiff patrols since yesterday evening.

The military balance among Lisbon units is extremely delicate, since the artillery is under control of the extreme Left, which could also, it is thought, prevent effective action by loyal Air Force troops.

No panacea warning over worker participation

BY JOHN ELLIOTT; LABOUR EDITOR IN HARROGATE

A WARNING to the Government and trade unions that worker-director legislation will not of itself lead to the employee participation which industry needs to solve its over-manning and other problems was given here yesterday by Mr. Bob Ramsey, Ford Motors' industrial relations director.

This is a line which is likely to be developed by many companies in the coming weeks, when the Government's Committee of Inquiry on worker-directors, announced in August, is eventually set up and starts its work.

Warning that "politicians can't legislate participation into existence because people will find ways round it," Mr. Ramsey told the annual conference of the Institute of Personnel Management here: "Requiring worker participation at Board level is not likely to produce a decisive change in attitudes without first an agreed analysis of our economic ills and industrial objectives."

Ford is now preparing participation innovations for its car factories based on shop-floor involvement, and Mr. Ramsey's reservations reflected concern voiced by several industrial relations managers here that worker-director legislation could over-expose and kill off the potential advantages of participation.

Several personnel directors yesterday were seizing hopefully on a remark made to the conference by Mr. Michael Foot, Secretary for Employment, on Thursday night that a framework for industrial democracy should not be limited to only one type of participation.

Willing consent

Mr. John Whitehorn, CBI deputy director-general, told the conference yesterday that the CBI would be giving evidence to the Government's Committee of Inquiry, but warned: "If companies are to have worker-directors, we must ensure that they are employees of that company and not outside union officials. But in any case, participation really must be built up from the bottom and not imposed by law from the top."

In a wide-ranging speech which amounted to a significant declaration of faith by a senior Ford executive in the sharing of company power with employees, Mr. Ramsey also called for managements to start to realise that they could onw only succeed "with the full and willing consent of their employees and their erepresentatives."

He also broke ranks from most managers and welcomed, with only a few reservations, the new rights and protections which workers will gain from the Government's Employment Protection Bill.

He linked this with a statement that industry had to cut over-manning because inefficient use of existing investment was industry's main problem and not the lack of new investment.

"But we will not eliminate attitudes to over-manning on the cheap," declared Mr. Ramsey. "Employees will have to be convinced by us that proper manning creates profitability, which creates investment, which creates jobs, and that they will be taken care of in the process."

Later, Lord Diamond, chairman of the Royal Commission on the Distribution of Income and Wealth, said that a consensus on the source and nature of wealth was "essential" if we were to tackle our present economic and social problems successfully.

Progress on devolution proposals

By Richard Evans, Lobby Correspondent

SENIOR MINISTERS yesterday completed consideration of the Government's complex devolution proposals at a four-hour meeting at Chequers. The draft White Paper will now go before the full Cabinet for approval within the next fortnight.

A number of Ministers are known to have grave reservations about the wisdom of devolving too much power to Scotland and Wales, but all the indications last night were that the White Paper would be ready for publication as planned before the end of November.

The real battle over the proposals, which include setting-up an Assembly in Scotland with executive and legislative powers and one in Wales with lesser powers, will start after publication of the White Paper.

Ministers have promised lengthy consultations with, among others, the Scottish National Party and Plaid Cymru before a Bill is introduced in the New Year.

If the Bill is not presented well before Easter, it will stand little chance of reaching the Statute Book in the coming session because of the immense amount of time needed.

Low key plans for industry

BY ANTHONY HARRIS

THE GOVERNMENT'S initial thoughts on its new Industrial strategy, which were circulated yesterday to members of the NEDO council, are apparently in a decidedly low key. The paper, which bears the personal stamp of Mr. Healey, the Chancellor, and Mr. Eric Varley, the Industry Secretary, sets forward the objectives of a strategy rather than a plan of action, and might somewhat unkindly be characterised as a "convalescent ducks" approach.

The paper, appropriately entitled "An approach to industrial strategy," starts by stating that the U.K. cannot afford to support existing industries indiscriminately. Aid should be concentrated on those industries with a viable long-term future.

This appears considerably less dynamic than the earlier-reported Government objective of concentrating State finance on growth industries: this is partly because the Government now appears to be resigned to the fact that in the early years of its existence, only companies in fairly desperate straits are likely to approach the National Enterprise Board for capital.

The NEDO office itself has also had a considerable part in modifying the Government's approach, which appears originally to have been an attempt to emulate the Japanese strategy of reinforcing success, and allowing declining industries to decline. The NEDO studies, based on detailed assessments of industrial performance against international standards, suggest first that the sectors of British industry which could at the moment be called "dynamic" offer too narrow a base for expansion, and secondly that many industries would have much improved prospects if the weaker companies could approach the standards of their best British competitors. It is here, it is thought, that State-backed investment and management changes could bring the quickets return.

Gestation

The Government paper is careful not to name the companies or even the industries which are thought at this stage to deserve suppor, although the Treasury has done some statistical studies of its own. It is possible that no list will be published at any stage, since the omission of a weak industry from the list of the deserving might precipitate its collapse.

At present, moreover, there is a great deal of work to be done in NEDO and with industry to develop methods of selecting promising investment fields in the context of a growth strategy.

While the Government's thoughts will no doubt be discussed when Ministers meet the TUC and the CBI for talks at Chequers on November 5, it is now clear that the strategy will not have hardened into any suggestions for action by then. There is likely to be a long process of gestation in NEDO and the National Enterprise Board. The Government's problems over public spending and the borrowing requirement would in any case inhibit early action.

Weather

U.K. TO-DAY

EXTENSIVE fog. Some rain.

London, N., E. and S.E. England, Borders, Edinburgh, Dundee

Fog early and late. Sunny intervals and dry during afternoon. Wind S., light. Max. 15C (59F).

Channel Isles

Cloudy. Occasional drizzle, but mainly dry. Wind S., light. Max. 14C (57F).

S.W. England, Wales, Lakes

Cloudy with some drizzle and hill fog, but mainly dry and bright during afternoon. Wind S., moderate or fresh. Max. 15C (59F).

I. of Man, N. Ireland, N. and S.W. Scotland

Cloudy. Rain, chiefly later in day. Winds S., moderate or fresh in Aberdeen and Moray Firth, elsewhere fresh or strong. Max. 13C (56F).

Outlook: Little change.

Lighting-up: London 18.18, Manchester 18.23, Glasgow 18.25, Belfast 18.35.

BUSINESS CENTRES

	Y'day Mid-day	°C	°F		Y'day Mid-day	°C	°F
Amstrdm.	S	13	55	Madrid	S	20	68
Athens	C	17	63	Manchstr.	S	15	59
Barcelona	C	18	64	Melbourne	C	19	66
Beirut	S	28	82	Milan	S	14	57
Belfast	F	16	61	Montreal	S	21	70
Belgrade	C	13	55	Moscow	C	-1	34
Berlin	C	11	52	Munich	C	6	43
Birmghm.	C	14	57	Newcastle	S	17	63
Bristol	C	14	57	New York	S	20	68
Brussels	S	14	57	Oslo	C	10	50
Budapest	S	15	59	Paris	S	12	54
B. Aires	S	22	72	Perth	C	24	75
Cairo	S	34	93	Prague	F	12	54
Cardiff	S	15	59	Reykjavik	F	11	52
Cologne	S	11	52	Rio de J'o	C	25	78
Copnhagn.	C	8	46	Rome	S	20	68
Dublin	S	16	61	Singapore	S	30	87
Edinb'gh	C	15	59	Stockholm	C	10	50
Frankfurt	C	8	46	Strasbourg	C	7	45
Geneva	C	9	48	Sydney	R	21	70
Glasgow	C	15	59	Tehran	S	18	64
Helsinki	C	8	46	Tokyo	C	18	64
H. Kong	S	25	78	Toronto	S	17	63
Jo'burg	R	16	61	Vienna	F	12	54
Lisbon	C	18	64	Warsaw	S	10	50
London	C	13	55	Zurich	S	9	48
Luxembrg.	S	10	50				

HOLIDAY RESORTS

	Y'day Mid-day	°C	°F		Y'day Mid-day	°C	°F
Ajaccio	S	19	66	Istanbul	R	13	55
Algiers	F	22	72	Jersey	C	14	57
Biarritz	C	16	61	Las Plms.	C	22	72
Blackpool	S	15	59	Locarno	S	15	59
Bordeaux	C	16	61	Majorca	S	21	70
Boulogne	C	12	54	Malaga	C	20	68
Casablnca.	F	20	68	Malta	S	19	66
Cape Tn.	R	18	64	Nairobi	S	23	73
Corfu	S	22	72	Naples	C	18	64
Dubrovnik	F	19	66	Nice	S	19	66
Faro	S	20	68	Oporto	S	20	68
Florence	S	20	68	Rhodes	C	18	68
Funchal	S	21	70	Salzburg	F	7	45
Gibraltar	C	18	64	Tangier	F	24	75
Guernsey	C	13	55	Tenerife	F	19	66
Innsbruck	S	14	57	Tunis	F	20	68
Inverness	S	16	61	Valencia	F	21	70
I. of Man	C	14	57	Venice	S	19	66

S—Sunny. F—Fair. C—Cloudy. R—Rain.

Continued from Page 1

Jim Slater 'retires'

now a Conservative MP and former Minister.

It grew rapidly, partly through take-overs of certain other companies, and subsequent attention to fullest use of their assets. Crittall Hope and Drages were important acquisitions in this phase. Later the group extensively built up its banking side.

Further branching out abroad, in the Far East, Australia, South Africa and North America, followed. But when the financial climate became harsher in 1973 and 1974, a policy of withdrawal from most of the overseas interests was carried out.

With disposals at home and abroad, SWS realised some £140m. in the 16 months to April 1975, under the policy, favoured by Mr. Slater, of maximising cash holdings.

A more expansionary recent move came during the last year, when SWS took over the management of the Jessel Britannia and National groups of unit trusts to add to its existing interests in this field.

With the contraction of its activities, a number of directors have left SWS in the past year or so, the latest being Mr. Tony Buckley, the managing director, who resigned last month to take over control of Floreat Investment.

In a personal move with associates last year, Mr. Slater bought a large shareholding in Lubok Investments, a company with interests in gold shares, of which he became chairman. Last month his shareholding was reduced by sales of 2.26m. shares to 3m. shares and yesterday Mr. Slater resigned as chairman of Lubok, and he is succeeded by Mr. Goldsmith.

Keith Lewis writes: Speaking from his home last night, Mr. Slater said that he had been "rather upset by all this" and was very sad to be leaving in this way. He emphasised that stepping down was wholly of his own volition and that the decision had been taken over the past week to ten days.

He admitted that his attempts since the abortive merger with Hill Samuel to take more of a back seat, and to depersonalise the company, had failed. He felt, therefore, that for reasons of confidence it was essential to hand over a sound company to a strong man. And to this end Mr. Slater suggested to Mr. Goldsmith, whom he has known closely for around five years, that he took over as chairman. Mr. Slater would have perferred to have remained associated with the company through a non-executive position, but finally rejected this idea as being unsuitable in the circumstances.

Mr. Slater's shareholdings in both SWS and Lubok are likely to be placed on the market.

For legal reasons, Mr. Slater was unable to comment on the affairs of either Haw Par or Spydar; he has never held a directorship in either company.

THE LEX COLUMN

Mr. Slater's abrupt departure

Slater Walker's statement last night comes after many months of share price weakness. Since the market peaked in early June only two large companies—British Leyland and MEPC — had registered larger falls before yesterday's slide. It is unsettling that a company which has been so heavily dominated by the personality of one man is rushing out a statement of this kind in such obscure circumstances. There are inconsistencies; if Mr. Slater really wished to take life more easily after the Hill Samuel rebuff in 1973, for instance, his decision to take on his "Friday" job at Lubok in 1974 looks distinctly odd in retrospect. And shareholders are left to guess at the real reasons—evidently connected with the Far East—why Mr. Slater has chosen this moment to depart.

The timing of the news, it seems, was not actually forced by the collapse in the share price from 46p to 35p after hours yesterday — a statement was planned for last night anyway. Nevertheless, the changes have been carried out in a hurry, and a number of the new directors apparently know very little yet about the internal situation at Slater Walker. The appointment of a number of City figures to the Board and the public involvement of the Bank of England are moves designed to bolster confidence in what remains a fairly substantial banking house.

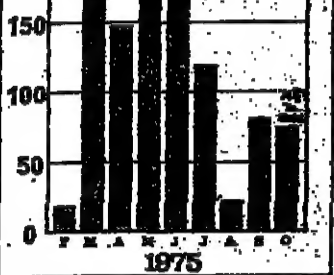
For the moment, all that emerges are assurances that liquidity ratios in the banking and insurance subsidiaries are more than ample, that the lifeboat is not being called upon, and that deposits in the bank are not much changed this year. Elsewhere, however, uncertainties remain about the property side, where sales are way behind the £65m. target for the current year.

For the record, the last balance sheet showed shareholders funds of £84m. within a balance sheet total of £365m.; profits in the first half year were only tiny, though the group claimed a boost of roughly £10m. to its equity base from the loan stock exchange offers this summer. The market capitalisation is now down to £26m., and what has yet to become clear is first the extent of the "outstanding problems" which the new Board will have to tackle with the authorities in Singapore, and secondly whether Slater Walker can have any independent future role now that it is being run by rival merchant bankers.

Index rose 5.3 to 356.7

Reed Intl.

Reed International's second quarter profits are just under a tenth up on the pre-tax total for the opening quarter. Thus the market had no need yesterday to revise its profit targets for the current year, and that helped push the shares 4p higher to 230p. Reed has performed well at home in a period traditionally hampered by holidays, while overseas there are signs that a recovery could just about be starting to show itself.



For the six months profits before tax are down from £44.6m. to £17.8m. The interest charge has jumped a fifth over the two quarters but Reed's £23.6m. Dutch acquisition (which is just breaking even) is part of the explanation. And for 1975-76 profits around £40m. are still in prospect, against £85.4m. Paper and paper products are still leading the volume declines at home—U.K. sales are up just 4½ per cent. in value for the second quarter—but Reed has been cutting overheads hard, and areas like decorative products and publishing (hit by strikes a year ago) are holding up well enough. Overseas there have been second quarter volume gains as customers stocked up ahead of a newsprint strike that ended earlier this month. The third quarter will bear the scars of that, but both newsprint and paper product areas are now performing much more strongly in North America. Meantime, the whole of this year's dividend increase is being supplied by the interim payment for a yield of 7.6 per cent. likely to be covered around twice by 1975-76 earnings.

J. Hepworth

The downturn in the men's tailoring sector during the summer—highlighted by UDS Group last week—has eaten sharply into J. Hepworth's March to August profits. After a £360,000 interim advance, the full-year total is £282,000 lower at £3.4m. The group blames the counter-attractions of the April VAT spree and the long summer, as well as the consumer spending squeeze, an dvolume during the second half was roughly 3 to 4 per cent. lower.

But trading has deteriorated since the year end—to some extent because of the mild autumn—and sales are only just about holding last year's level in cash terms, indicating a volume decline of around a fifth. Against the background of price cutting from competitors, first half profits are likely to be well down in a stron gperiod in 1974-1975. But there are apparently no stock problems and total debt is only up £1.8m. at £10.7m., against shareholders' funds of probably £21.5m., while the yield of 8.8 per cent. at 37½p is 1½ times covered.

Felixstowe Dock

The surprising point to emerge from Felixstowe Dock's statement on the 150p cash offer from the British Transport Docks Board is that it is unlikely that shareholders will receive the cash until next August. Indeed, should there be any pile-up of Parliamentary business in the next session—as there has been this year—it may be November before the deal can be completed. Yet when shareholders vote in favour of the takeover—as recommended by the Board—at next month's meeting they will be making an irrevocable commitment. For many months, moreover, they will be exposed to the risk that the Government will fall, and the deal be abandoned. Meanwhile inflation will continue. This, it is being argued, is at least better than living under a nationalisation axe for a matter of years. But the present value of 150p in a year's time is only 134p, while the shares are 126p ex the final dividend. That differential can be expected to fluctuate with the political climate.

هكذا من الأصل